Board of Trade Journal

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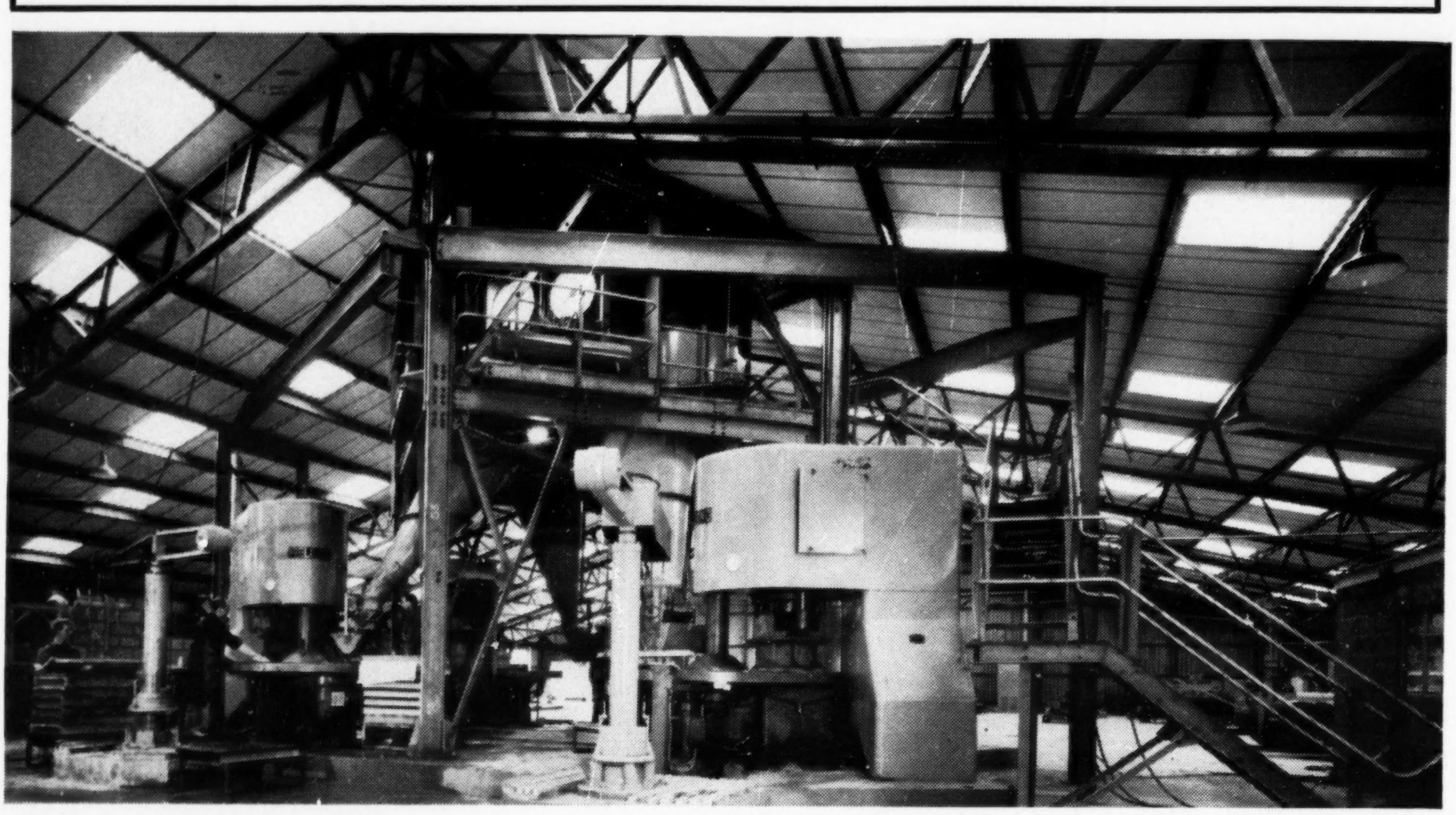

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Front cover photograph

Keebush vertical glandless pumps have a final inspection at the Greenhithe works of Kestner Evaporator and Engineering Co. Ltd., before despatch to Russia. The pumps will be used in the production of rayon, pumping hot dilute sulphuric acid with a throughput of 3 to 12,000 g.p.h. The Russian textile industry have ordered several hundred Keebush pumps from Kestner over the past 12 months valued at £100,000.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

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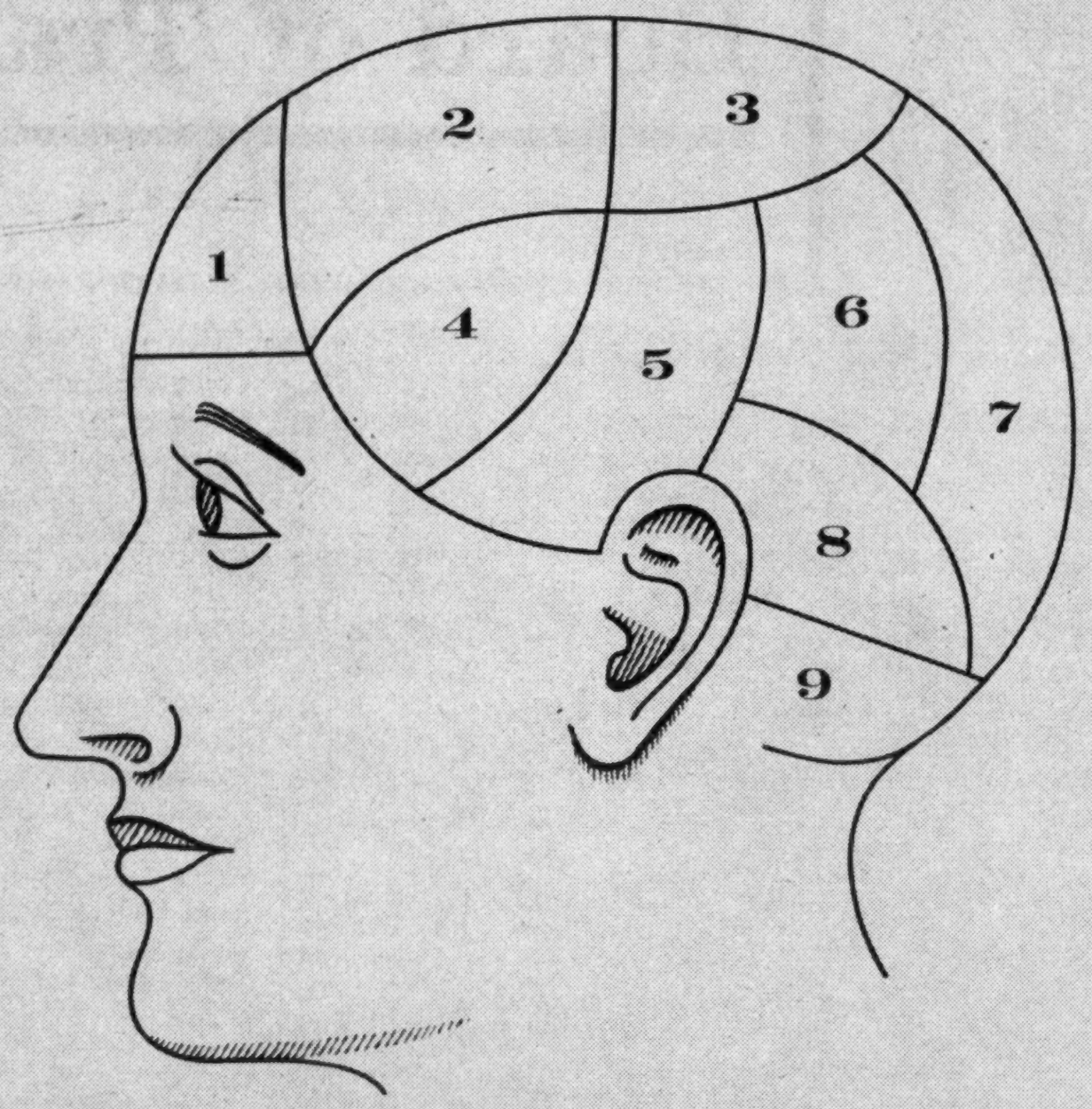

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The Prices and Incomes Board

By the Rt. Hon. Aubrey Jones, chairman

A number of committee networks set up by the Government are operating in various fields of major importance to trade and industry. This is the third of four articles which summarize their work. An article on the National Economic Development Council by Sir Robert Shone, director-general, was published on February 11, and one about the Ministry of Labour's industrial training boards by Mr. J. G. Stewart, under secretary, on March 4. An article about the organization of the DEA's regional planning boards will be published shortly.

MOST WESTERN, fully employed countries suffer recurring problems of inflation. Many governments are attempting to deal with these problems in part through an incomes policy, though the nature of this policy will necessarily vary according to the country's social and economic character. In Britain the Government created as part of a prices and incomes policy, a Royal Commission – The National Board for Prices and Incomes – in April 1965. Thus, in order to describe the nature of the board it is necessary to say something of the context within which it was created.

The economic aims of the policy may be summed up as being to contribute to the process of orderly economic growth by bringing about a closer relationship between the rate of increase of all incomes and the general rate of increase of output per man hour.

Failure to achieve the right sort of correspondence between these two rates of increase has been an important factor in the country's comparatively poor economic performance since the war. It has led for instance to a faster rate of increase in unit labour costs than has been experienced by other countries.

Attempts made by successive post-war governments to deal with this problem have had varying degrees of success; but each has shared two characteristics. First, each policy was largely imposed by governments on unwilling industrial and labour organizations; and, following not unnaturally from this, each was short-lived.

It was in the light of this record of at best partial earlier successes that the present policy was evolved by means of extensive discussions between Government, industry and unions. Evolution came in three stages. The first stage was a declaration of general aims and objectives – the 'Statement of Intent' – reached in December 1964.

The second stage took the form of an agreement published as a White Paper in February 1965, on the type of independent machinery which would help to direct the policy. It was from this agreement that the Prices and Incomes Board was derived. The third and final stage was reached in April 1965, when criteria designed to guide the movement of prices and incomes were laid down in the White Paper 'Prices and Incomes Policy'.

The present policy has two novel characteristics. First, it was not unilaterally imposed by Government, but agreed step by step between Government, industry and the unions. And second, it is comprehensive in that it does not aim simply to restrain wage or salary increases but to link incomes with prices, and both with productivity.

Because the policy was voluntarily agreed between each of the parties, each could be assumed to have taken responsibility for trying to implement the policy so far as it could itself. Thus a trade union making a wage claim or a firm contemplating a price rise had an obligation to keep the terms of the policy in mind while doing so. However, it was recognized that there would be need for machinery to undertake both general and detailed reviews of the operation of the policy. It was decided that the National Economic Development Council would be an appropriate body to undertake the general review and that the National Board for Prices and Incomes should be created to perform the necessary detailed investigations. In both its composition and its work the Prices and Incomes Board has reflected the same representative and comprehensive style that characterizes the whole policy. The board is made up of 10 members drawn from both sides of industry and from the professions, and possessing affiliations with both the major political parties. In this way it is representative,

(Continued on next page)

The following members of the Board are shown in this photograph (left to right) – Mr. Robert Willis, Mr. D. A. C. Dewdney (joint deputy chairman), the Rt. Hon. Aubrey Jones (chairman), the Rt. Hon. Hilary A. Marquand (joint deputy chairman), Lord Peddie, M.B.E., and Mr. Jasper Frederick Knight.

The Prices and Incomes Board

Rt. Hon. Aubrey Jones (Chairman), Minister of Fuel and Power (1955-57) and of Supply (1957-59);
Mr. D. A. C. Dewdney (Joint Deputy Chairman), Managing Director of Esso Petroleum Ltd.;
Rt. Hon. H. A. Marquand (Joint Deputy Chairman), Minister of Pensions (1948-51) and of Health (1951);
Mr. Hugh Clegg, Designate Professor of Industrial Relations, Warwick University;
Mr. J. F. Knight, Financial Director of Unilever Ltd.;
Mr. R. G. Middleton, partner in the legal firm of Coward Chance;
Dr. Joan Mitchell, Reader in Economics at Nottingham University;
Lord Peddie, former Director of Co-operative Wholesale Society Ltd.;
Mr. Peter Trench, former Director of National Federation of Building Trades Employers;
Mr. Robert Willis, former General Secretary of the National Graphical Association.

yet independent, of Government and of every other section of the community.

Similarly, in its work the board has always attempted to link the three facets of the policy – productivity, prices and incomes. In examining a proposed price increase, for example, the board has also asked the question, to what extent will an increase in productivity enable the price to be held steady while giving the industry's employees an opportunity to gain higher earnings? Or again, where the board is examining a wage increase, it also considers what effects, if any, the increase might have on prices.

The board defined its attitude to its own function – and distinguished its function from that of the Government – in an introduction to its first report. The introduction suggested there were two possible causes lying behind the phenomenon of rising prices, and went on:

> 'The treatment of the first cause – i.e., a demand which may be too high – lies with the Government. It is the treatment of the second cause only – i.e., old habits, inherited attitudes and institutional arrangements – which lies with ourselves as a Board. Success in dealing with each of the two causes, however, depends on success in dealing with the other. The task of the Board, for instance, in seeking to modify old habits is bound to be made more difficult if demand and capacity are not matched. Equally, the task of Government in trying to keep prices stable, assuming a reasonable match between demand and capacity, will be made more difficult if the Board fails in its task of changing inherited attitudes.
>
> 'We recognize that we have been entrusted with a highly difficult and delicate mission. Experience has shown that attitudes are not changed by a use of fiscal and monetary weapons at the disposal of Government. Nor are they susceptible to legislation – habits are not changed by law. We see ourselves as promoting change by conducting a continuing dialogue with managements, unions and indeed Government.'

The Prices and Incomes Board pursues its part of the 'dialogue' like any other Royal Commission – that is, through the medium of reports describing the findings of its investigations. Again, like any other Royal Commission, its investigations are made only into questions which the Government refers to it; it has no power to initiate inquiries itself.

No procedures are laid down for the board to follow in making its inquiries, and indeed the novelty of the project together with the variety of subjects the board has been asked to examine have made any precise set of working rules impracticable. But a rough pattern for dealing with references has emerged.

First, a committee of board members is selected, generally three in number. This is backed by a working party drawn from the board's staff of some 100. The organizations involved in the industry or service under investigation are then invited to submit written evidence. These may include trade unions or employers' organizations, trade associations or consumer councils – indeed, anybody with a legitimate interest in the subject under investigation.

When the board has digested the written information it meets those who have submitted the evidence for further discussion. Stress has been laid on the informality of these meetings, and they have always been held in private to avoid the danger inevitably associated with public hearings – that evidence will become defensive rather than informative.

Evidence gathered in this way is supplemented by special inquiries. These vary in nature according to the type of problem under study, but characteristic inquiries take the form of wage surveys or cost studies. The aim of such inquiries is to gain a thorough understanding of the nature and problems of an industry or service so that the board's judgments may be as well grounded in reality as possible.

Studies of this kind are undertaken by the board's own specialist staff, which include economists, accountants, statisticians and industrial relations experts. In addition the board has had other professional assistance, including that of management consultants and academic specialists.

Once information has been collected the committee moves on to the preparation of a draft report. The draft in its turn goes for consideration by the whole board and is amended in the light of the board's general views of the subject. The final report is approved by the whole board before publication.

The broad criteria on which the board founds its judgments on price and income behaviour – the same criteria which industry and unions agreed to observe so far as they could on their own part – are laid down in the White Paper 'Prices and Incomes Policy'.

By the end of April 1966, the Prices and Incomes Board will have published 12 reports. In the space of this short article it would be impossible to rehearse the findings of each of these reports. But perhaps their general theme may be characterized in this way: that the board in each case has tried to bring about a fundamental change of some kind in the industry it examined.

To take two examples. The board's first investigation was into road haulage charges. The industry's trade association was proposing to advise its members to raise their charges by 5 per cent from a certain date. The board found not simply that a general 5 per cent increase for the whole industry was unjustified, but that the very fact of making blanket recommendations for increased charges to such a large and diversified industry was in itself unjustified. Such across-the-board increases took no account of the opportunities which undoubtedly

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1965, but any later changes known to have come into operation are shown. **25s.** (by post 25s. 11d.)

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Summary of 'Criteria'

The White Paper 'Prices and Incomes Policy' set out criteria to guide prices and incomes decisions.

Prices

The aim for prices is stability. Enterprises should not raise prices except:

1. If no other means can be found to provide appropriate wages and salaries;
2. If there are unavoidable increases in non-labour costs (e.g. materials, fuels) or in capital costs;
3. If it is necessary to secure capital.

In opposite circumstances, and where profits are based on excessive market power, prices should fall.

Incomes

A norm of 3 per cent-3½ per cent is set as the average of annual increase in money incomes per head consistent with general price stability. Exceptions should be confined to cases:

1. Where employees contribute directly to increased productivity by, e.g. accepting more exacting work or a major change in working practices;
2. Where a pay increase would secure, or prevent, a change in manpower distribution essential in the national interest;
3. Where it is generally recognized that present earnings are too low;
4. Where it is recognized that the pay of one group has fallen seriously out of line with that of other, similar groups.

exist to increase productivity, and so to cut costs. Subsequently the association agreed to abandon this practice. The board's report therefore did something to mitigate not only an immediate price rise, but also a custom which had grown up over the years as part of the nation's inflationary habit of mind.

The second example concerns the railways. Here the board was asked to examine a pay claim, part of which had been satisfied, part of which was outstanding. In its report the board sought to show, first how much by way of an immediate increase would be compatible with the incomes policy, but also, and more radically, how the system of pay negotiations within the railways could be reshaped so that less emphasis would be placed on the simple process of comparison of pay rates in other industries, which had become the convention, and more would be placed on changes in working practice leading to increased productivity in the industry itself. Only in this way did it seem to the board that the future growth of railwaymen's pay could be founded on a prosperous industry.

It is the board's aim then, to examine the whole environment of the wage or price questions which are referred to it and to frame recommendations which will transform that environment in a way that will make it difficult for the original problem to recur. Clearly it will take time for this to be developed across the economy; but it has never seemed possible that the ingrained industrial habits of two decades of inflation would be changed overnight.

Publications

Government White Papers mentioned are: 'Machinery of Prices and Incomes Policy' (Cmnd. 2577) and 'Prices and Incomes Policy' (Cmnd. 2639).

The board has published 12 reports:

Road Haulage Rates (Interim Report) (Cmnd. 2695)
Wages, Costs and Prices in the Printing Industry (Cmnd. 2750)
Prices of Bread and Flour (Cmnd. 2760)
Prices of Household and Toilet Soaps, Soap Powder and Soap Flakes – and Soapless Detergents (Cmnd. 2791)
Remuneration of Administrative and Clerical Staff in the Electricity Supply Industry (Cmnd. 2801)
Salaries of Midland Bank Staff (Cmnd. 2839)
Electricity and Gas Tariffs (London Electricity Board and Scottish, South Western and Wales Gas Boards) (Cmnd. 2862)
Pay and Conditions of Service of British Railways Staff: Conciliation, Salaried and Workshop Grades (Cmnd. 2873)
Wages in the Bakery Industry (Interim Report) (Cmnd. 2878)
Armed Forces Pay (Cmnd. 2881)
Pay of Higher Civil Service (Cmnd. 2882)
Coal Prices (Cmnd. 2919)

Consumer Council appointments

THE BOARD OF TRADE announced on March 30, that the President has reappointed Baroness Elliot of Harwood as chairman of the Consumer Council for a period of two years from April 1, 1966. Miss Elizabeth Ackroyd, the Council's director, has been reappointed as a member of the Council until March 31, 1969.

Lady Elliot was appointed as the first chairman, and Miss Ackroyd as a member, of the Consumer Council for a period of three years on April 1, 1963. The first term of office of the other members of the Consumer Council will also be completed during the next few months. An announcement about further appointments will be made as soon as possible.

Appointment of chief adviser on industrial training

THE MINISTRY of Labour announce the appointment of Mr. Frank H. Perkins to the newly created post of Chief Adviser on Industrial Training in the Training Department of the Ministry.

Since 1946, Mr. Perkins has held the position of Chief Education Officer of Imperial Chemical Industries Ltd. and he takes up his new post at the beginning of May.

The appointment has been made in consequence of the increasing number of Industrial Training Boards and the need for co-ordination on training policy between the various Boards.

His services will be available not only to the Boards but also to the Central Training Council which has the responsibility, under the Industrial Training Act, of advising the Minister on the implementation of the Act. He will have the assistance of the existing technical advisory staff of the Ministry.

BEAMA form a marine automation committee

TO ENCOURAGE closer co-operation between shipbuilder, shipowner and supplier of automation systems, the Industrial Control and Electronics Division of BEAMA have set up a committee to discuss the overall concept of applying control systems to ships and marine installations and to prepare in conjunction with other associations, internationally acceptable data in respect of operating parameters, component life and other essential factors affecting the operation of the control equipment at sea.

The committee, which consists of marine specialists from BEAMA and the British Shipbuilding Research Association, is currently engaged in an analysis of the recommendations for automation in ships recently issued by Lloyd's Register of Shipping, Bureau Veritas and Norske Veritas. Following discussions with the Chamber of Shipping of the United Kingdom, the committee is keeping in touch with the views of United Kingdom shipowners through the appropriate British Ship Research Association Committees and is also in contact with other classification societies and marine organizations throughout the world.

Metric conversion slide from BSI

ORDERS ARE now being taken for the British Standards Institution's specially designed imperial/metric conversion slide which will help solve some of the difficulties likely to be encountered during the change to the metric system in industry, science and education. The first batch of the rules was sold out before production began.

For all those who have to work in both sets of units, the slide is a handy ready-reckoner, easy to carry and quick to use. It will have a valuable function in education, too, familiarizing students and trainees with the main units of Britain's future weights and measures system.

The slide provides conversion factors and data – in accordance with BS350* – for converting imperial and metric units of area, volume, mass, force, pressure and stress, capacity, length and temperature. In addition, it has a section on gauges (Birmingham, British Standard Wire and American Brown & Sharpe) and lists the ISO Metric sizes for basic thicknesses of sheet and diameters of wire. Conversions are correct to five significant figures.

Made of aluminium, the slide measures 26 x 13·5 cm and comes in a PVC slip-on case. It can be obtained from BSI Sales Branch, 2 Park Street, London, W.1, price 30s. each (plus 2s. postage to non-subscribers). Copies of BS350 may also be obtained from the same address. Price 5s. each (postage 6d. extra to non-subscribers). Inquiries to Roger Ford, Mayfair 9000, Home WN 23126.

*BS350 Conversion factors and tables.

United States market wide open for most goods

THAT the United States market was wide open for most goods for those who knew how to meet its requirements was stressed by Lord Watkinson, chairman of the BNEC Committee for Exports to the United States who was one of the speakers who addressed members of the Incorporated Society of British Advertisers at their one-day conference held at the London Hilton on March 25. Following are extracts from his speech:

'Last week, I was averaging 1,000 miles a day in America as chairman of the British National Export Council's Committee for Exports to the United States. I would like to report to you some of the lessons that seemed to me to flow from what I saw in Los Angeles, Chicago and New York. First, let me make it plain that we have no need to apologize for the way in which British business is tackling the problem of increasing our exports in this market. Surely the figures speak for themselves: a 23 per cent increase in exports to the United States during 1965, followed by January 50 per cent up and February 40 per cent up, show that we are making a real penetration, and much credit is due to all those involved in a complex and fascinating task. In the context of the problem of exports as a whole it is worth examining how this success was achieved and what we are now planning to do to build upon it.

'First of all, one has to have the right promotional machinery in the export market with which one is concerned. In the United States we now have a most expert team. This consists of two elements. Firstly, a much strengthened and highly efficient team of officials working under the direction of the British Ambassador and the Minister (Commercial). I cannot speak too highly of their real dedication to the job of backing the British export effort in the United States and of the increasing skill with which they are doing it.

'Secondly, we have strong British-American Chambers of Commerce in San Francisco, Los Angeles, Chicago and New York which are playing an increasingly vigorous part in promoting trade in close association with the services provided by the British Government. These Chambers play a very necessary part because they provide a common meeting ground for American and British businessmen who have the same interest at heart, namely, to increase the flow of trade between our two countries.

'The New York Chamber, for example, is at present engaged in an ambitious plan to open in late June or early July a new British Trade Centre in the Rockefeller Plaza, New York, which will give a new focus for British promotions on the eastern seaboard of the United States. This centre is, of course, backed with British Government funds, but it is hoped to make it self-supporting in about two years' time. I am glad to say that it will open fully booked.

'That successful exporting must rely on an efficient promotional machine within the country concerned, is well illustrated by what we are now doing in the American market. I believe that we shall need to further strengthen our organization there – for current research which my committee is having carried out will, I think, show that we are not spending nearly as much as, for example, the Japanese. But we now have the right framework to build on, even if it can with advantage be further expanded.

'However good the aids to exporting are in the market, they are, of course, quite valueless unless they are made use of to the maximum extent. Here the problem, as I see it, for an export committee such as mine, is to seek to do two things. Firstly, to reinforce the image of Britain as a provider of high-quality goods and services at reasonable prices and delivery. Secondly, to make it as fashionable and as profitable a market as possible for British businessmen. It is the second of these objectives that I and several other members of my committee were engaged upon last week.

'Here may I say as forcefully as I can how immensely grateful my committee is to His Royal Highness The Duke of Edinburgh for the great assistance that he gave to our efforts during his recent tour of the United States. This does not mean that we asked him specifically to sell anything. As he himself said at many of his press conferences, it is not his job to do the "hard sell" for Britain. It is his job to project an image of a Britain that is modern, lively, technically-minded and anxious to do more business with our American friends and allies. Actual hard selling must, of course, be done by British businessmen themselves to their own advantage and that of their country.

'It is very tempting to pontificate about how British businessmen should sell in the most sophisticated market in the world, and I am afraid all of us who have had any success in this market fall prey to this temptation from time to time. In fact, there is no simple solution to success, nor is experience with one kind of product necessarily applicable to another. There are, however, one or two general principles which may be helpful to those not already engaged in this market.

'The most important point is that the United States market for most goods – including a considerable range of capital goods – remains wide open for those who know how to meet its requirements. At the moment there seems no check in the astonishing expansion and resilience of the American scene. Moreover, I do not think that British people and British goods have ever been more popular in the United States than they are at this moment. Most of us know how much easier it is to sell on an expanding market than on a receding one. I think I am justified, therefore, in saying that few British business visitors to the United States at the moment, who really have something to sell, will return empty-handed.

'The second point is that despite the size and complexity of the market, I think some British businessmen are too overawed by its sheer size. In fact, test marketing in the United States in a selected area is not a difficult operation and, as I have said, most doors are open providing – and providing only – that the company concerned is willing to sell at the level of a senior responsible executive or director who can take his own decisions and make his own bargains on the spot.

'Thirdly, there is much more help and assistance available than many businessmen realize. Perhaps the best summation is contained in the recent booklet produced by the British Export Marketing Advisory Committee called *Suggestions for British Manufacturers*. This is available from my committee at 21 Tothill Street, London S.W.1 – as is advice from BEMAC, Chambers of Commerce, or British commercial and consular representatives.

'Fourthly, under present-day arrangements, providing a group of businessmen get together – preferably under the banner of a trade association or a Chamber of Commerce – they can be treated as a mission and thus qualify to have up to 50 per cent of their expenses and travelling paid by the Government.

'A final comment. I wish those who criticize advertising and marketing as undesirable activities in this country could see by personal experience how vital they are to the promotion of British goods in the United States and thus how necessary it is that they should be recognized for what they are – essential tools to the success of our home and overseas trade.'

Big demand for viewing BBC 'Exporters' film

THE BBC FILM 'The Exporters' is available on hire from the Central Film Library at a rental fee of £1 10s.

Since this documentary by Richard Cawston was shown on BBC Television, many firms, trade associations, chambers of commerce, technical colleges, and other groups have rented the film for special viewings. Applications to rent 'The Exporters' (running time 50 minutes) should be made to: Central Film Library, Government Building, Bromyard Avenue, London, W.3 (Tel. Shepherds Bush 5555).

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

British film industry an important exporting industry —Mr Douglas Jay

THE British film industry was described as 'an important exporting and import saving industry' by Mr. Douglas Jay, President of the Board of Trade when he addressed the Association of Cinematograph, Television and Allied Technicians on April 3 in London.

The President went on to say that the latest figures available, for 1964, showed an export surplus for films of £5 million. Without the efforts that had been made both by the industry itself and by the Government to sustain it, this could well have been a large deficit.

'It is natural that there should be anxiety about the influence of American capital over British production, as there is in other industry. But there are clear advantages here also to set off against the disadvantages. American investment here in the first instance helps sterling; and if this leads to export earnings from the resulting films, it helps it doubly. I think we should not be doctrinaire about this sort of investment – without which the industry would almost certainly shrink – but watch its effects and ensure so far as practicable that we are reaping the advantages without undue loss of control.

'So also with co-production, which I learn with interest is becoming increasingly active as between ourselves and France and Italy in particular. This is surely an inevitable growth, as it is for instance in the aircraft industry; and we should be wise to watch its effects on the balance of payments, on working conditions, and of employment in this country, rather than try to thwart it all together.

'I am glad to learn that the recent Franco-British Co-Production Agreement was settled after full consultation and approval by the union as well as management side of industry. I hope it will be a success; and that in the further discussions with Italian producers and unions, the real anxieties which I know have been felt about Italian working conditions can be met satisfactorily.

'The Government itself, which I can assure you is anxious not to interfere more than it must in the film industry, will, I know, have to take some decisions about its future before very long. Legislation relating to the quota, levy and NFFC all expire during 1967. (All too much legislation has an inconvenient habit of expiring at an early date.) Certainly we shall not allow all these arrangements just to expire; but we did not think it necessary to reach long-term decision on all these issues before the recent Election, or before the Monopolies Commission's report on the supply of films to exhibitors. I realize, however, that decisions on all these issues will be necessary before very long.'

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	March 3, 1966	
812,787	Kali-Chemie A. G.	Alkyl boron compounds
902,819	Spadolini, P.	Pre-fabricated furniture
905,490	Reynolds Metals Co.	Manufacture of hollow articles.
910,816	Vookenhuber, K.	Minitaure sound tape recorders.
910,887	Horberg, Evald	Clamping beams to posts.
911,058	Vockenhuber, K.	Tape recorder magazines.
990,477	Gevaert Photo-Producten NV	Gelatin dispersions.
1,001.702	Gevaert Photo-Producten NV	Production of photographic images by heat development.
	March 15, 1966	
748,681	Agfa A. G.	Production of positive photographic images by means of the herschel effect.
768,071	Agfa A. G.	Photographic developer.
831,407	Agfa A. G.	Masking of cyan images in colour photography.
872,651	Agfa A. G.	Colour photographic materials.
888,653	Cauthron, Robert	Elevated reservoir.
926,420	Philco Corporation	Electrical pulse circuits.
1,009,611	Champel, G. F. M.	Controlling the humidity of a gas.
1,011,065	Shaughnessy, T. W.	Internal combustion engines.
	March 21, 1966	
713,908	Philco Corporation	Cathode-ray tubes.
788,661	Philco Corporation	Screen structures for cathode-ray tubes.
804,830	Bayerische Motoren Werke A. G.	Steering gear assembly for vehicles.
821,177	General Aniline and Film Corporation	Single powder photographic developers.
850,959	Comptoir Lyon-Alemand, Louyot & Cie S. A.	Lubricants for use in the hot deformation of metals.
871,708	Kinsbourg, R. P.L.	Dishwashing machines.
883,083	Etab, L. Faiveley	Power take-off from overhead lines.
916,015	Röhm, G. H.	Combined lathe centres and drivers.
931,018	Agfa A.G.	Colour development of photographic silver halide emulsion layers.
968,340	Etab. L. Faiveley	Power take-off from overhead lines.
979,992	Gevaert Photo-Producten NV	Colour corrected photographic images.
892,938	Gevaert Photo-Producten NV	Hardening of proteinaceous material.
983,700	Gevaert Photo-Producten NV	Benzimidazolo methine dyes.
992,114	"Union Financiere d'Anvers" "B.U. F.A." S.A.	Chemical process for treating bast fibres.
993,161	Societe des Forges et Ateliers du Creusot.	Refractory moulds for precision casting.
1,005,787	Gevaert Photo-Producten NV	Gelatin derivatives for photographic materials.

Any person who claims that the patentee at the time of endorsement of any of the above patents were precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

BICC to build low voltage mains cables factory

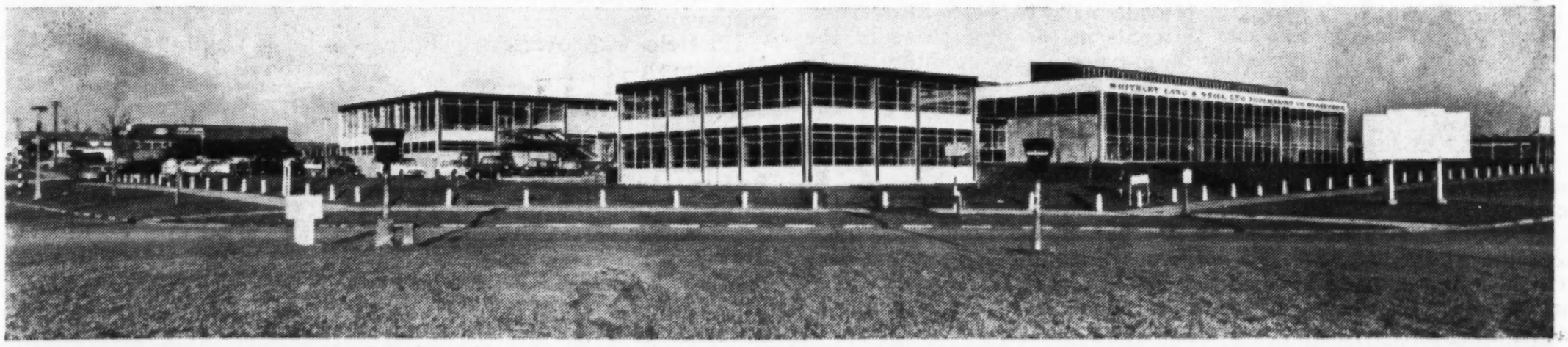
BRITISH INSULATED Callender's Cables Limited have announced forward plans for the building of a new factory for the manufacture of low voltage mains cables. This will be in a Development Area, probably either in North Wales or South-west Lancashire.

When it is operational, production of this class of cable at Erith works will cease, thus allowing the continuing expansion there of the manufacture of high voltage cables. It is also planned to transfer from Prescot to Erith works the manufacture of high voltage cable accessories.

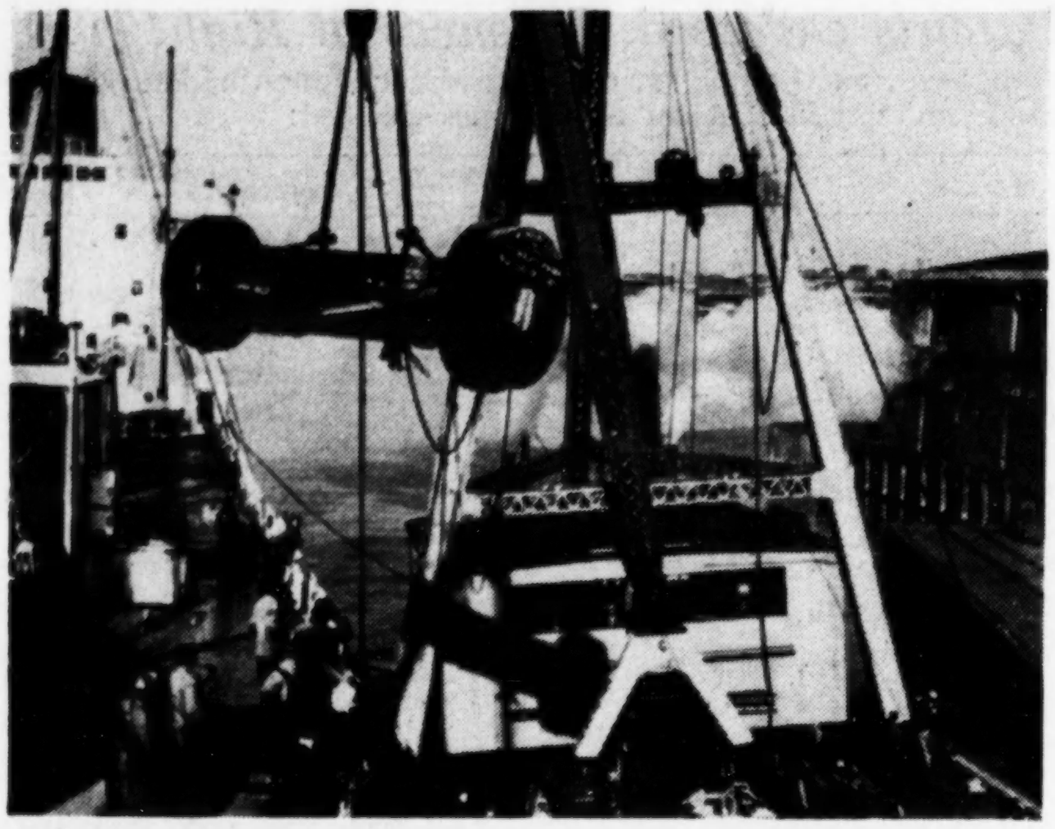
Solartron factory moves to South Wales

ON MARCH 28, the Solartron Electronic Group of Farnborough moved its complete Fan Division to a new 25,000 sq. ft. factory 200 miles away in Milford Haven, eventually employing 350 people.

The company is at present developing its 15 acre site at Farnborough where a new 80,000 sq. ft. factory extension is due for completion within 10 months. Over 50 per cent of its total production of electronic equipment goes overseas annually and development is part of a five year expansion programme. The move of its fan heater activities to a self-contained factory in South Wales comes from the company's acceptance of a government offer to industry.



Whiteley Lang and Neill Limited, Liverpool, said to be the North's largest contract toolmakers and precision engineers, are immediately extending their production area by over 25 per cent. This results from a steadily increasing volume of work and notably of export orders. This picture shows existing factory which will be extended to the right-hand side of this glazed frontage on to Speke Hall Road.



A forged steel shaft, one of three for the 10,500,000 *kilowatt hydro-electricity project at Guri, Venezuela, is unloaded in America. The shafts were forged by English Steel Forge and Engineering Corporation, a subsidiary of English Steel Corporation, Sheffield.*

British tools for Germany

IN A determined bid to increase exports of British do-it-yourself equipment and garden tools to Western Germany, an Inward Trade Mission is being brought over from that country by the Hardware Manufacturers' Association, in co-operation with the Federation of British Horticultural Exporters and the British National Export Council. While over here, the group will visit the Hardware Trades Fair at Olympia on April 25.

Seven members of the mission are high-ranking representatives of firms belonging to the West German Ironmongers' Association of Düsseldorf. Another three are members of the Federal Association of Iron and Metalware Wholesalers which is based in Stuttgart; three more come from a similar Association in Essen. This indicates that they are all sizeable firms; one of them has nearly 600 employees. Two members of the German technical press are also accompanying the mission. The mission will spend two days in Birmingham, one in Maidenhead, one in Derby, and one in Cambridge.

Foreign visitors in January increase by 13 per cent

SEVENTY-NINE thousand foreign visitors came to Britain in January, an increase of 9,000 (13 per cent) on the same month last year, reports the British Travel Association, Britain's official tourist organization.

Visitors from European countries in January totalled 52,000 -- a rise of 6,000 (13 per cent) on the month. The numbers of visitors from the United States in January rose by more than 2,000 to 19,000, which represented an increase of 14 per cent.

A spokesman for the British Travel Association said that final details of the numbers of arrivals from British Commonwealth countries in January were not yet available. It was estimated that these were also considerably higher than in the same month last year.

DOCUMENTS WITH GOODS SAVE DELAYS

The following is an extract from a letter received by the Export Promotion Branch of General Division at the Board of Trade from the Secretary of British Export Houses Association, 69 Cannon Street, London, E.C.4.

Members of this Association are sometimes hampered in their activities by delays in the preparation and submission of documents by manufacturers or suppliers. Confirming houses and other export houses often spend a lot of time and money in chasing suppliers for documents.

A particular case is the preparation of Certified Customs invoices and other similar documents which have to be completed by the suppliers. These should be sent forward at the same time as the goods, but, unfortunately, very often they are not – hence the delay.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Room F57, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

'Call Export Intelligence'

We can help you profit from new markets overseas
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need–for the price of a telephone call

A NEW phase of the Board of Trade's 'Call Export Intelligence' campaign opens in the week beginning April 18. The purpose of the campaign, which started in April 1965, is to publicise the many Board of Trade facilities available to exporters. Advertisements in the new phase of the campaign have continued to offer to businessmen a speedy and confidential advisory service on various aspects of exporting, e.g. finding an overseas agent, providing the latest tariff and market information, creating overseas publicity, etc. These advertisements have appeared in four national papers, three Sunday papers, the London evenings and the *Board of Trade Journal*. Since the campaign started, over 11,000 inquiries have been addressed to Export Intelligence offices in London and other parts of the country as a direct result of advertising.

Exporters are invited to call us for:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licencees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Telephone Numbers:

at HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

EFTA Trade

THE EFTA SECRETARIAT have now produced the second edition of 'EFTA Trade'. This is a detailed review of the changing pattern of EFTA countries' trade, both with each other and with the rest of the world. More than half of the volume is devoted to individual studies of the trade of each of the member countries. The publication contains about 160 pages of text and tables and is available, free of charge, from the EFTA Information Centre, Board of Trade, 1 Victoria Street, London, S.W.1.

'EFTA Trade' states that EFTA countries, as a group, are responsible for rather more than one-sixth of total world trade and that EFTA's trade, per head of population, with countries outside the group is considerably higher than the comparable figures for the EEC or the United States of America. Trade between the EFTA countries was some 77 per cent higher in 1964 than when the organization began to function in 1959, which represents a rate of growth substantially faster than that of their total trade. This is some indication of the stimulating effect of EFTA on its member countries' trade. Trade with the EEC has also increased markedly, although recently there has been a tendency for this to become less strong, more so with exports than with imports from the Community. Trade with the developing countries has been restricted by primary product prices and their ability to import. Nevertheless, some expansion has occurred, with imports from these countries growing more rapidly between 1959 and 1964 than exports to them.

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Missions overseas have prepared the following reports. Copies of the reports are available free from the Department of Education and Science, International Scientific Relations Division, Africa House (3rd Floor), Kingsway, London W.C.2. (Tel. Holborn 3422.)

Cold Weather Operation of Road Vehicles, by H. K. Bourne. 8 pages. *UKSM Report No.* 66/9. Road vehicles in the USA travelling between the north and south, may experience temperatures from -40°F to over 80°F during a single journey of a few days. This obviously results in some difficult operating problems, especially at the low temperatures. This report describes some measures which should be adopted for satisfactory cold weather operation.

Recent Progress in Reverse Osmosis at the University of California, Los Angeles, California, by D. L. Griffiths. 6 pages. *UKSM Report No.* 66/10. This report describes a visit to the University of California, Los Angeles, to discuss the reverse osmosis process for the desalination of sea water. Major topics discussed include the preparation and production of membranes and the performance of the 5,000-gallon-per-day pilot plant, which has been in operation for about six months, at Coalinga, California.

Have Whiskers a Future? by D. L. Griffith. 7 pages. *UKSM Report No.* 66/11. This report attempts to summarize the papers given and also the general impressions gained at a session of the 58th Annual Meeting of the American Institute of Chemical Engineers devoted to whisker (i.e. non-metallic and metallic microfilaments) technology. Reference is made to whisker growth, incorporation of whiskers in composites, interfacial bonding between matrix and reinforcement, and the development of whiskers *in situ*.

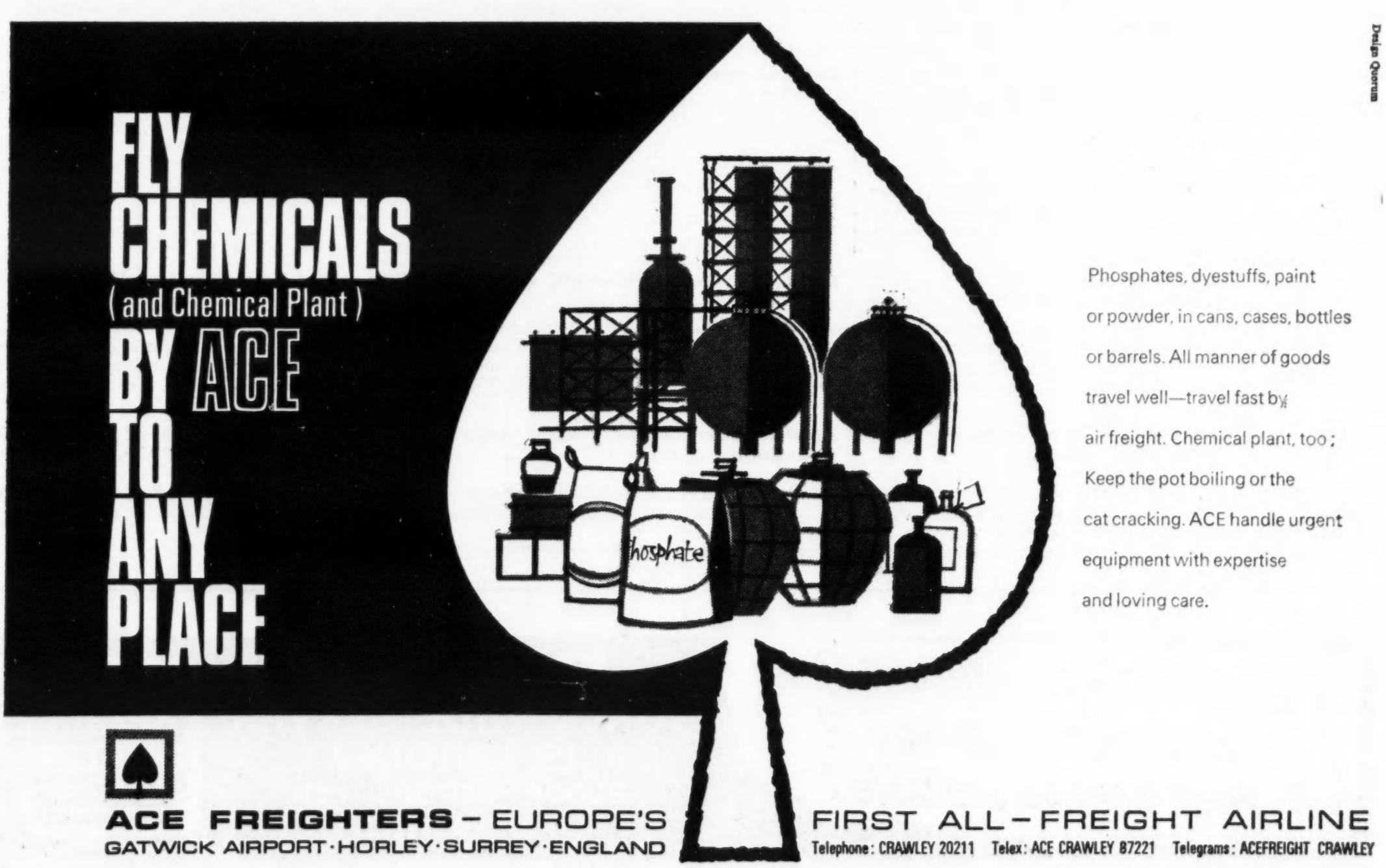
Unconventional Transportation Systems, by H. K. Bourne. 7 pages. *UKSM Report No.* 66/12. With the emphasis on high-speed ground transportation, many new methods are being considered. This report describes some of the recent ideas relating to the propulsion and control of vehicles through tubes.

Trace Contaminant Control in Closed Atmospheres, by D. L.Griffiths. 5 pages. *UKSM Report No.* 66/13. This report summarizes a symposium, held as part of the 58th Annual Meeting of the American Institute of Chemical Engineers, which discussed trace contamination of closed environments. The papers referred to the general philosophy behind the subject and highlighted the difficulties involved in removing the different types of contaminating substances from a closed atmosphere. Particular attention was paid to the kinetics of the catalyst oxidation of simple organic molecules, removal of carbon dioxide by metal oxides, and the mode of action of adsorption by activated charcoal.

Science abroad

The United Kingdom Scientific Mission in North America has prepared the following report. Copies of the report are available free from the Department of Education and Science, International Scientific Relations Division, Africa House (3rd Floor), Kingsway, London W.C.2. (Tel. Holborn 3422).

The Automobile Exhaust Emission Conference, by H. K. Bourne. 11 pages. *UKSM Report No.* 66/14. Paper and discussions at a special conference on automobile exhaust emissions held by the Society of Automotive Engineers are summarized in this report. The proposed standards of exhaust emission are described, together with possible modifications and additions to engines to meet the new requirements. Improved instrumentation for monitoring automobile engine exhaust gases is also discussed.



Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
April 14 . (Amended from Apr. 20)	**Petrol and diesel engines, M.T. and plant spares, miscellaneous stores, including**	**No. 16 Maintenance Unit, RAF, Stafford.**	**South & Stubbs (Dept. L), 28 Eastgate Street, Stafford. (Tel. Stafford 2331.)**

Standard, Austin, Ford V8, Rover, Triumph and Rolls Royce engines; miscellaneous Caterpillar plant spares; aero and aircraft spares: electric motors and equipment; nylon webbing and rope; air compressor units; large quantities of wooden cases and metal containers; trolleys; furniture including miscellaneous chairs, tables, lockers, cupboards, metal cabinets; radar equipment.

April 15 .	**Machine tools, miscellaneous stores, clothing and textiles.**	**Command Ordnance Depot, Coypool, Marsh Mills, Plymouth.**	**Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth.**

Machine tools. 'Lang' 6½ in. lathes; Dean Smith & Grace 8½ in. SS & SC lathes; 'Rapidor' hacksaw machines; 'Pollard' 26 in. pedestal drilling machines; 'Harrison' 4½ in. SS & SC lathes; 'Ransome & Pickles' 30 in. bandsaw; 'Smallpiece' 3½ in. and 4½ in. SS & SC lathes; 'Wicksteed' 10 in. hacksaw machine; 'Parkson' milling machines; 'Ormerod' 16 in. shaper and 8 in. slotting machines and various types of drilling and grinding machines.

Miscellaneous stores. 'Black & Decker' heavy duty drilling machines; 'Alldays & Onions' 1 cwt. pneumatic hammer; 'Harvey & Frost' hand operated crane; hydraulic and screw jacks; carpenters', fitters', electricians' and metal workers' tool kits; electric cable; water containers; M.T. and electrical spares; batteries; miscellaneous surveying and drawing equipment; gravity roller conveyors; generators and generating sets; 500 solid fuel cookers; 1100 'Soyer' stoves; motor and hand mowers; electric motors by L.D.C., Hopkins, Brook, Mitchell, Crompton Parkinson and English Electric; furniture including chairs, various; tables; wardrobes; bureaux; bedsteads etc; china; glass; cutlery; earthenware and miscellaneous kitchenware; a large selection of tools including hammers, pliers, box spanners, tommy bars, adjustable spanners and screwdrivers.

Clothing and textiles. B.D. blouses and trousers; ankle boots; shoes; greatcoats; raincoats; leather jerkins; 2,900 flannel shirts with collars; blankets and blanket pieces; woollen drawers; tents and old tentage; ground sheets; kitbags; 150 carpets, including 1 Axminster 55 ft. x 20 ft.; 500 Axminster and Wilton rugs; miscellaneous curtains; 17 tons of mixed rags; 5,000 webbing packs and numerous pouches and straps.

April 19 to 22	**Earth moving equipment, plant and ancillaries and spares, motor vehicles, including**	**Ordnance Storage & Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham.**

AEC 3-way 10-ton tippers; Albion 20-ton tractors; AEC Matadors; 16 twin wheeled 50-ton trailers; Scammell breakdown trucks; Leyland 'Hippos'; Fordson machinery trucks; towed scrapers military type; Aveling Barford and Muirhill dumpers; Ferguson agricultural and industrial tractors; Bedford, Austin and Commer trucks (3 to 7-tons); Blaw Knox grader; Morris Mini vans; Hillman 'Huskeys'; Ford Escort, Popular, Anglia, Zephyr and Consul saloons; Morris Mini Minor and Minor 1000 saloons; Bedford 15 h.p. Utilecons; Morris-Commercial utility vans; Land Rover GP vehicles; Austin 'Champs' (with Rolls Royce engines); estate cars; M.T. spares.

April 28	**Miscellaneous stores, aircraft spares, clothing including**	**No. 25 Maintenance Unit, RAF, Hartlebury, Worcs.**	**Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster.**

Rotax motors; generators; actuators; convertors; battery chargers; photographic equipment; alkaline and dry batteries; rubber dinghies; wooden crates and boxes; water proof and cold weather clothing; greatcoats and raincoats; socks, shirts, vests, K.D. trousers and shorts; flying boots; jackets and blouses; etc.; large quantities of miscellaneous furniture and kitchenware.

April 28 .	**30 Timber built huts 70 ft. by 18 ft. and 30 ft. by 11 ft. as now standing at Henlow (Bedfordshire) RAF Station for removal off site.** **Approximately 7000 yards run of ·0225/3 and ·1/4 PILC electric cabling as now laid at Graveley (Huntingdonshire) RAF Station, together with No. 4 transformers, etc.**	**All to be sold by auction at Henlow RAF Station.**	**Messrs. Robinson & Hall, 14 and 152 St. Paul's Square, Bedford. (Tel. Bedford 52201.)**
May 6 .	**Plant and equipment, domestic and office furniture, miscellaneous stores, including**	**Command Ordnance Sub-depot, Reed Hall, Colchester.**	**Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. Colchester 73171.)**

Hand operated crane; portable solid fuel boilers; 4,000 water carriers; miscellaneous tool kits; paint spraying plant; lawn mowers; jacks; vices; boring and screw cutting lathe; 36 in. saw bench; charging, lighting and generating sets; 2 Ross epidiascopes; 3 Ellis and Newton 35 mm projectors; industrial tractor; scrap metals; office safes; clothing including khaki greatcoats; battle dress; woollen vests and drawers; boots and shoes; webbing equipment; suitcases; carpets; blankets; oak furniture including writing and other tables; bureaux; chests; oak and steel wardrobes; sideboards; arm and upright chairs; settees; kitchenware etc.

May 10 .	**Machine tools, plant and equipment, miscellaneous stores including**	**Royal Ordnance Factory, Royal Arsenal, Woolwich, S.E.18.**	**Fuller, Horsey Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3.**

Drilling, shaping and grinding machines; portable electric drills; upright single spindle drilling machines; fly presses; pneumatic grinders; woodworking machines; oil fired magnesium furnace and tank; air compressors; hand operated overhead gantry; 10 Evinrude 50 h.p. outboard motors; batteries; miscellaneous furniture; clothing and textiles; kitchenware; webbing; mixed rags etc.

Catalogues for the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale.

ELECTRIC MOTORS?
For operation abroad?
-after service available?

BROOK
WORLD-WIDE SERVICE
IS UNIQUE!
BROOK MOTORS LTD
HUDDERSFIELD

BROOK ELECTRIC MOTORS

66B

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205				
1961	113	114	121	116	111	100	130	130	135	138	123	+319	+230	+36	+29
1962	114	115	127	123	114	100	129	119	131	142	125	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	132	+177	+ 89	+29	+55
1964	124	128	144	139	123	106	153	121	163	184	151	+513	+332	+72	+47
1965	128*	132	152*	147	125	108	159*	132	161	189*	158*	+324*	+199	+19	+57
1964															
3rd quarter	124	128	146	139	123	106	155	121	171	184	153	+137	+ 77	+19	+17
4th quarter	126	130	147	143	125	107	159	128	170	189	156	+108	+ 50	+30	+15
1965															
1st quarter	128	132	150	146	127	108	161	138	161	191	158	+ 59	+ 49	—10	+12
2nd quarter	127	131	151	145	123	107	158	127	165	184	159	+ 97	+ 83	— 5	+ 7
3rd quarter	127	131	153	148	124	108	156	131	152	187	155	+119	+ 71	+21	+20
4th quarter	129*	132	155*	151	126	109	161*	130	164	195*	159*	+ 49*	— 4	+13	+18
1965															
August	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
September	..	131	..	..	..		..	..	..	..	..	..	..	..	..
October	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
November	..	132	..	..	..	110	..	..	..	..	..	..	..	..	..
December	..	133	..	..	..	109	..	..	..	..	..	..	..	..	..
1966															
January	..	133*	..	..	..	110	..	..	..	..	..	..	..	..	..
February						109									

	ORDERS		PRICES AND COSTS					LABOUR							
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices													
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands				1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	148	136	—406
1965	165*	121*	131·8	+4·9	110·6*	129·4*	157·9	309	265	+44	..	150	145	—136
1964														
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—124
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 18
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 70
3rd quarter	163	117	132·6	+4·8	110·5	129·9	159·9	321	284	— 4	+ 6	153	147	— 56
4th quarter	165*	121*	133·5	+4·6	111·5*	130·5*	161·9	305	255	—29	—34	153	151	+ 8
1966 1st quarter								279	260	+ 5	— 5			
1965														
August	166	122	132·7	+4·7	110·2	130·0	159·9	324	282	—14	— 9	157	144	..
September	163	117	132·8	+4·8	110·6	130·1	160·2	321	275	— 7	— 7	149	143	..
October	165*	121*	132·9	+4·8	111·1	130·2	161·0	309	265	—10	—12	151	146	..
November	165*	124*	133·5	+4·5	111·4	130·5	162·0	301	253	—12	—16	156	153	..
December	165*	121*	134·1	+4·5	111·9*	130·7*	162·6	304	246	— 7	—11	153	155	..
1966														
January	164*	121*	134·3	+4·4	113·0*	130·9*	165·0	285	245	— 1	— 1	158	146	..
February			134·4	+4·5	113·9*	131·1*	165·4	277	260	+15	+ 6	159	159	..
March								274	274	+14	+10			

† Not seasonally adjusted. * Provisional.

Industry's capital expenditure in the fourth quarter of 1965

REVISED ESTIMATES of private industry's capital expenditure in the fourth quarter of 1965 at £582 million (at 1958 prices, seasonally adjusted) show a rise of 3 per cent over expenditure in the third quarter. Total expenditure in 1965 reached a record level more than 3 per cent higher than expenditure in 1964. Expenditure in the second half of 1965 was, however, about 2 per cent less than that in the first half of the year and was also less than that in the corresponding period of 1964.

Manufacturing Industry. Capital expenditure by manufacturing industry in the fourth quarter, at £300 million was much the same as in the third quarter of 1965. If the first two quarters of the year are taken together, manufacturing industry's investment was virtually level throughout 1965 – expenditure in the second half of the year was little more than 1 per cent less than that in the first. Expenditure on plant and machinery, which is by far the largest item, moved in much the same way as total expenditure. Expenditure on the other assets, however, moved rather differently. Expenditure on new building work fell steadily throughout the year but nevertheless was substantially higher in 1965 than in 1964. Investment in vehicles rose in the fourth quarter but in 1965 as a whole was very little higher than in 1964.

Capital expenditure by individual industries moved rather erratically from quarter to quarter. Industries showing large rises in the fourth quarter were vehicles and the 'other manufacturing industries' group both of which reached record levels. Expenditure by the vehicles industries was however much the same in the second half of the year as in the first. Expenditure by the chemical industry fell slightly from the high figure of the third quarter, and that by the food, drink and tobacco industries (which has been rather variable during the year) fell substantially.

For the year as a whole investment by the vehicles and chemicals industries showed large increases (of over a third and a quarter respectively) between 1964 and 1965. Both of these industries have reported in the Board of Trade's investment intentions inquiry that they plan further increases in capital expenditure in 1966. The paper, printing and publishing industries also showed a substantial increase in expenditure over 1964 but in the last two quarters of 1965 expenditure was falling off. Mineral oil refining showed an opposite tendency with the level of investment being considerably less in 1965 than in 1964 in spite of a rise during the year.

Distributive and Service Industries (excluding shipping)

Capital expenditure by the distributive and service industries (excluding shipping) in the fourth quarter of 1965 was 7 per cent higher than expenditure in the third quarter, and slightly higher than that in the second quarter of the year. This movement con-

(*Text continued on page* 778)

Industry's fixed capital expenditure at 1958 prices seasonally adjusted.

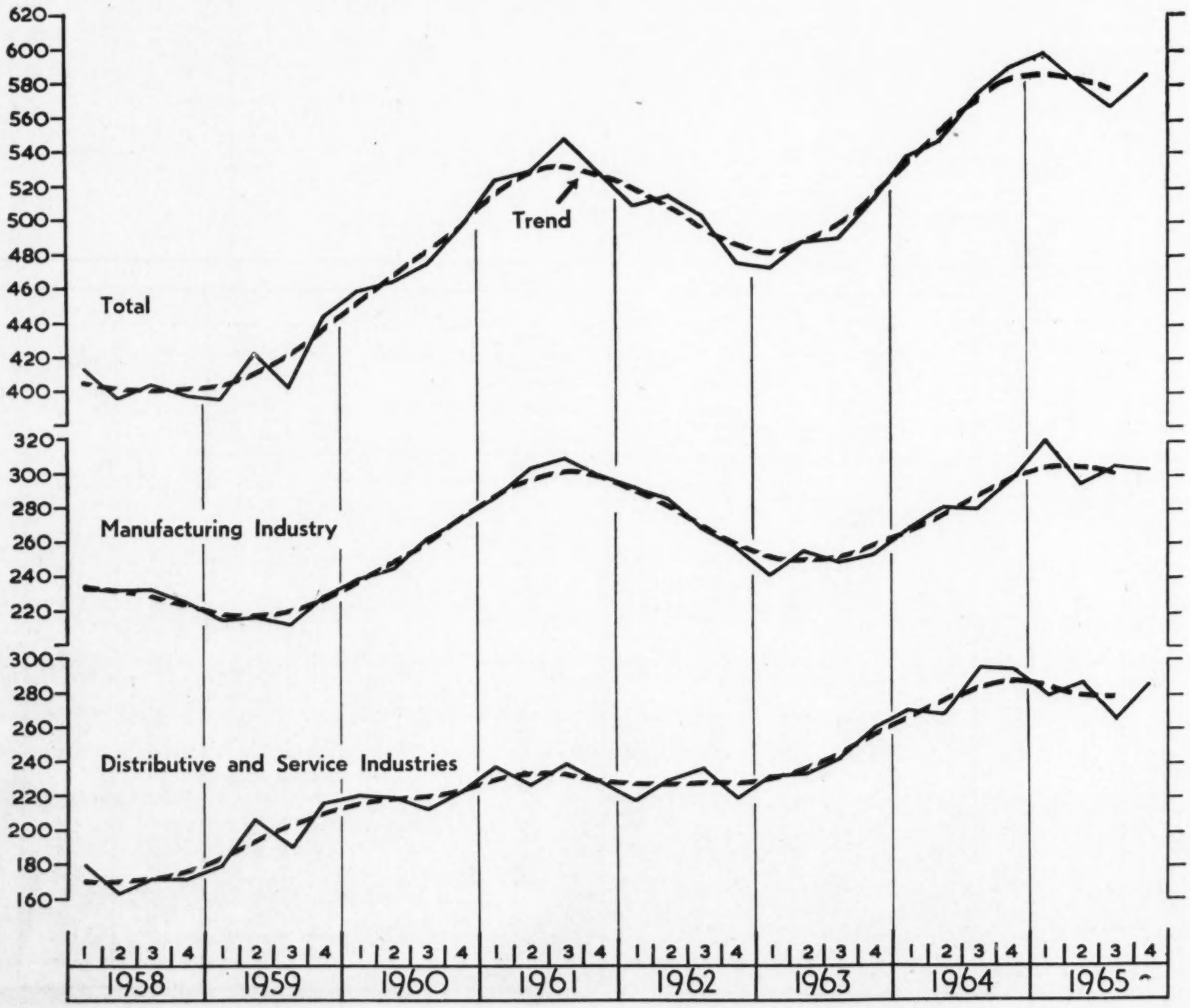


Table 1 Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS		Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industry (b)	Distributive and Service Industries (c)		New Building Work	Vehicles	Plant and Machinery
1958	922	688	1,610	451	360	799
1959	871	792	1,663	460	403	800
1960	1,016	873	1,889	533	457	899
1961	1,195	929	2,124	631	435	1,058
1962	1,098	899	1,997	626	386	985
1963	993	963	1,956	594	427	935
1964	1,118	1,122	2,240	685	519	1,036
1965	1,213	1,105	2,318	734	495	1,090
1959 1st quarter	215	180	395	111	91	193
2nd quarter	216	206	422	111	110	201
3rd quarter	212	190	402	111	92	199
4th quarter	228	216	444	127	110	207
1960 1st quarter	238	220	458	133	112	213
2nd quarter	244	219	463	129	117	217
3rd quarter	261	212	473	133	111	229
4th quarter	273	222	495	138	117	240
1961 1st quarter	286	237	523	149	118	256
2nd quarter	302	226	528	159	104	265
3rd quarter	308	238	546	159	114	273
4th quarter	299	228	527	164	99	264
1962 1st quarter	291	217	508	158	96	254
2nd quarter	284	229	513	160	101	252
3rd quarter	267	235	502	165	95	242
4th quarter	256	218	474	143	94	237
1963 1st quarter	240	231	471	143	101	227
2nd quarter	254	232	486	149	103	234
3rd quarter	247	241	488	148	106	234
4th quarter	252	259	511	154	117	240
1964 1st quarter	267	269	536	159	126	251
2nd quarter	279	266	545	166	124	255
3rd quarter	278	294	572	176	137	259
4th quarter	294	293	587	183	132	272
1965 1st quarter	318	277	595	193	120	282
2nd quarter	293	284	577	185	131	261
3rd quarter	302	262	564	180	116	268
4th quarter	300	282	582	176	128	279

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 53 per cent of total capital expenditure in 1964. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small ; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Mineral Oil Refining	Chemicals, Paint and Printing Ink	Metal Manufacture	Engineering, Shipbuilding, and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper, Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	137·3	24·6	141·8	117·0	219·2	91·3	84·6	73·5	103·8	993·1	264·7	77·6	650·8
1964	157·3	25·4	174·3	102·1	246·9	80·3	125·3	80·2	126·3	1,118·1	311·6	89·3	717·2
1965	167·2	20·8	220·5	97·6	239·9	109·5	130·7	91·4	134·8	1,212·4	337·5	90·9	784·0
1960 1st quarter	30·2	4·2	33·4	39·2	55·8	15·5	20·8	17·4	22·3	238·8	63·1	17·2	158·5
2nd quarter	31·5	4·3	31·3	42·3	55·9	19·5	21·7	15·4	21·9	243·8	62·4	18·5	162·9
3rd quarter	33·4	3·4	34·5	51·3	57·9	21·5	20·1	16·7	22·0	260·8	69·3	18·8	172·7
4th quarter	33·4	3·4	35·3	53·3	59·3	21·8	22·6	18·3	25·4	272·8	68·7	20·8	183·3
1961 1st quarter	33·9	3·3	39·8	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	6·1	39·8	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	6·3	42·4	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	7·1	40·8	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·6	16·0	200·2
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·0	33·6	33·7	55·6	22·1	20·9	17·0	21·8	239·8	63·1	16·9	159·8
2nd quarter	33·9	6·0	36·6	31·7	56·5	24·3	20·0	19·4	25·3	253·7	68·0	19·9	165·8
3rd quarter	35·3	6·8	35·4	25·7	55·2	22·4	20·7	19·5	26·1	247·1	66·1	20·3	160·7
4th quarter	37·0	7·8	36·2	25·9	51·9	22·5	23·0	17·6	30·6	252·5	67·5	20·5	164·5
1964 1st quarter	38·2	8·4	38·3	24·7	61·3	20·2	28·5	19·2	27·9	266·7	74·2	23·0	169·5
2nd quarter	39·1	6·4	41·7	24·8	63·5	22·0	31·0	19·1	31·9	279·5	78·3	23·0	178·2
3rd quarter	42·3	5·2	43·4	25·5	61·1	16·6	30·5	21·8	31·3	277·7	75·6	22·2	179·9
4th quarter	37·7	5·4	50·9	27·1	61·0	21·5	35·3	20·1	35·2	294·2	83·5	21·1	189·6
1965 1st quarter	43·0	4·7	54·5	25·5	67·2	27·3	36·9	24·8	33·9	317·8	91·4	24·5	201·9
2nd quarter	39·1	4·9	51·8	23·9	60·3	27·5	30·3	24·6	30·2	292·6	84·8	22·1	185·7
3rd quarter	45·0	5·0	59·1	24·5	54·7	24·8	33·0	22·1	33·6	301·8	82·7	21·0	198·1
4th quarter	40·1	6·2	55·1	23·7	57·7	29·9	30·5	19·9	37·1	300·2	78·6	23·3	198·3

Table 3 Fixed capital expenditure in the distributive and service industries at 1958 prices seasonally adjusted (a) (c) (d)

£ million

Period	Shipping Industry	OTHER DISTRIBUTIVE AND SERVICE INDUSTRIES				New Building Work	Vehicles (excluding ships of the Shipping Industry)	Plant and Machinery
		Wholesale Distribution	Retail Distribution	Other Industries	Total			
		Standard Industrial Classification Headings						
	S.I.C. 704	810, 831, 832	820	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX, Part of XXI Part of XXII and XXIII			
1958	147	73	130	338	541	203	161	177
1959	161	92	163	376	631	235	186	210
1960	158	100	175	440	715	270	223	222
1961	126	105	195	503	803	313	237	253
1962	104	116	187	492	795	327	221	247
1963	85	126	204	548	878	328	266	284
1964	124	145	232	621	998	372	307	319
1965	93	153	227	632	1,012	393	314	306
1960 1st quarter	40	22	43	115	180	70	55	55
2nd quarter	43	25	43	108	176	67	55	54
3rd quarter	38	26	44	104	174	64	54	56
4th quarter	37	27	45	113	185	69	59	57
1961 1st quarter	39	28	44	126	198	75	60	63
2nd quarter	27	27	47	125	199	78	58	63
3rd quarter	31	26	52	129	207	79	65	63
4th quarter	29	24	52	123	199	81	54	64
1962 1st quarter	26	25	52	114	191	78	53	60
2nd quarter	33	27	48	121	196	81	53	62
3rd quarter	22	33	46	134	213	91	58	64
4th quarter	23	31	41	123	195	77	57	61
1963 1st quarter	23	29	52	127	208	80	61	67
2nd quarter	18	32	47	135	214	81	65	68
3rd quarter	22	31	51	137	219	81	65	73
4th quarter	22	34	54	149	237	86	75	76
1964 1st quarter	28	35	57	149	241	84	76	81
2nd quarter	27	34	60	145	239	88	74	77
3rd quarter	37	36	58	163	257	100	78	79
4th quarter	32	40	57	164	261	100	79	82
1965 1st quarter	15	41	60	161	262	100	82	80
2nd quarter	30	38	57	159	254	99	80	75
3rd quarter	22	38	56	146	240	97	73	70
4th quarter	26	36	54	166	256	97	79	81

(*Text continued from page* 776)

trasts with the downturn suggested by the earlier figures. The increase was confined to the other industries group which includes property, owning, insurance, banking and finance, transport and other service industries. Expenditure in the second half of 1965 was, however, 4 per cent down from that in the first half of the year and that in the second half of 1964. Investment in 1965 as a whole was slightly higher than in 1964.

Expenditure on plant and machinery rose sharply in the fourth quarter but in 1965 as a whole was less than in 1964; this fall was mainly due to a large drop in investment in plant and machinery by retailers. On the other hand, the increase in investment in vehicles between 1964 and 1965 was largely in retail distribution.

Investment in retail distribution was less in 1965 than in 1964. Investment in wholesale distribution was slightly higher in 1965, but fell throughout the year; much of the year to year rise was in the expenditure of the petroleum companies on their distribution systems.

Shipping. Capital expenditure by the shipping industry rose in the fourth quarter of 1965. Expenditure on shipping has moved erratically during the year and has fallen sharply from the level of expenditure in 1964. Expenditure on ships in 1964 was, however, boosted by the shipbuilding credit scheme, the main effects of which were felt in that year. Expenditure on ships was higher in 1965 than in 1963, a year with which it is more directly comparable.

Notes relating to Tables 1, 2, 3 and 4

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

(e) Small discrepancies may appear between the totals and the sum of individual headings because of rounding.

Table 4 Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1958	922	688	1,610
1959	867	782	1,649
1960	1,021	863	1,884
1961	1,239	934	2,173
1962	1,168	927	2,095
1963	1,074	993	2,067
1964	1,244	1,167	2,411
1965	1,410	1,188	2,598
1960 1st quarter	221	212	433
2nd quarter	236	212	448
3rd quarter	271	202	473
4th quarter	293	237	530
1961 1st quarter	273	233	506
2nd quarter	304	223	527
3rd quarter	331	230	561
4th quarter	331	248	579
1962 1st quarter	286	218	504
2nd quarter	294	232	526
3rd quarter	290	235	525
4th quarter	298	242	540
1963 1st quarter	241	234	475
2nd quarter	268	235	503
3rd quarter	269	242	511
4th quarter	296	282	578
1964 1st quarter	273	271	544
2nd quarter	304	272	576
3rd quarter	311	294	605
4th quarter	356	330	686
1965 1st quarter	337	289	626
2nd quarter	333	298	631
3rd quarter	354	272	626
4th quarter	386	329	715

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6), and not to Her Majesty's Stationery Office.*

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Economic Report on 1965

'ECONOMIC REPORT ON 1965', prepared by HM Treasury in collaboration with other Government departments, was published on March 30 (HMSO, price 5s.) as a supplement to the March 1966 issue of *Economic Trends*. It reviews in detail the course of the economy in 1965, deploying for the purpose a variety of charts and statistical tables.

INDEX OF REGULAR STATISTICS

When did the* Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

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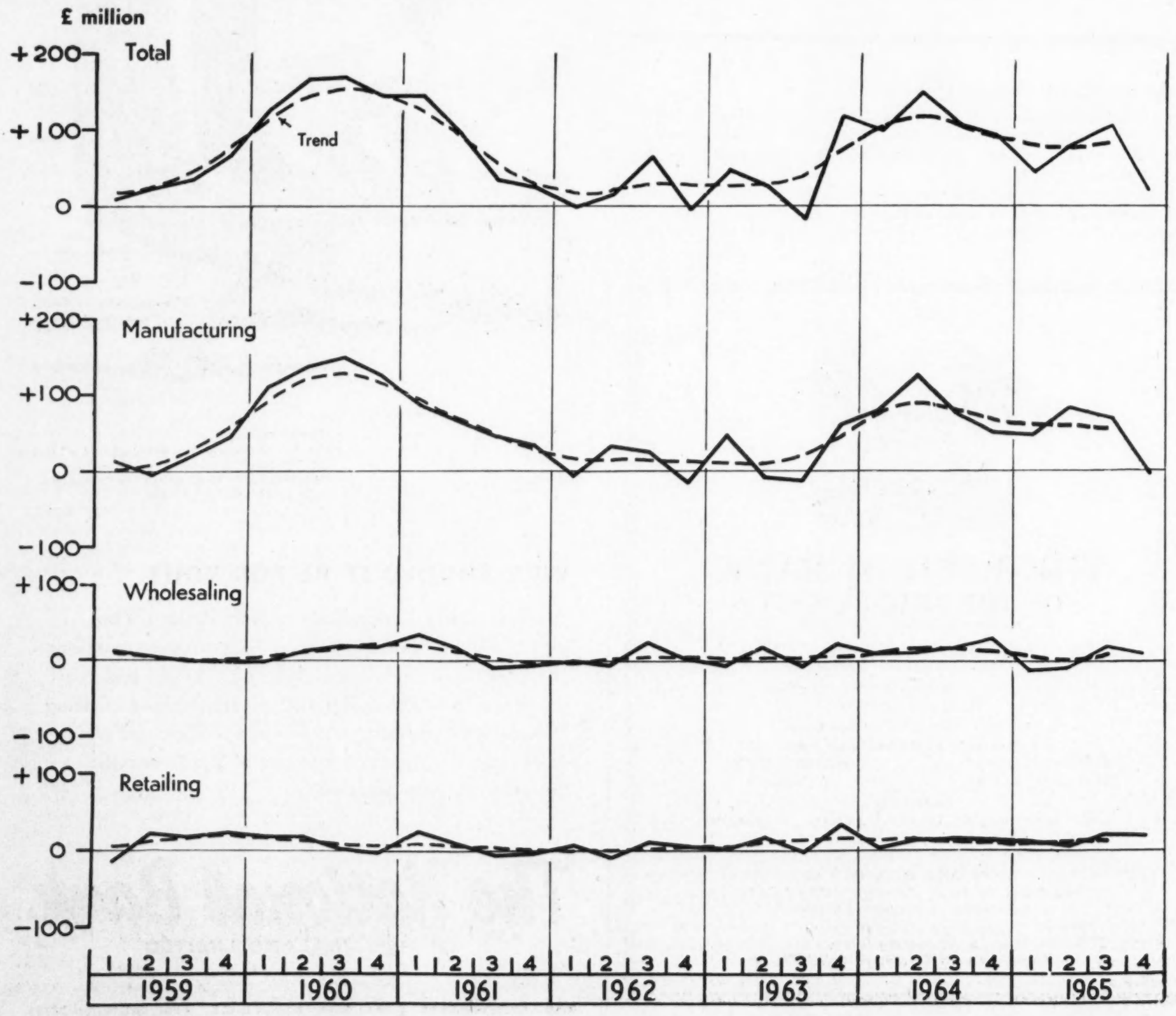
Industry's stocks in the fourth quarter of 1965

REVISED ESTIMATES of the change in industry's stocks in the fourth quarter of 1965 show that there has been an increase of £27 million at 1958 prices, seasonally adjusted; this is little different from the provisional estimates and confirms the change as being the smallest quarterly increase in stockholding for over two years. The whole of the increase in the quarter is accounted for by wholesalers' and retailers' stocks (for which the figures remain unchanged from the provisional results). Stocks held by manufacturers were virtually unchanged from the level at the end of the third quarter (the revised estimates show a negligible fall compared with a negligible rise at the provisional stage;) because of irregularities in the series, however, this may not be taken as suggesting a downturn in stockbuilding.

Over the year as a whole, industry's stocks rose by £275 million at 1958 prices, about 3 per cent, a markedly smaller change in stockholding than during 1964, which was a year of high stockbuilding, particularly for manufacturers and wholesalers; but while stockbuilding for these sectors was down, for retailers it was higher in 1965 than in 1964, though not significantly so. The underlying trend in industry's stockbuilding has been fairly flat over the past year and a half.

Changes in industry's stocks at 1958 prices seasonally adjusted



Manufacturers' stocks

The stability of stockholding in the fourth quarter of last year contrasts with the unbroken run of increases in stocks over the previous two years; negative or negligible stockbuilding was last recorded in the summer of 1963. In the fourth quarter of 1965, work in progress and stocks of finished goods and materials and fuel all showed very slight change. This position combined with a small rise in the index of industrial production to yield a small reduction in the ratio of manufacturers' stocks to output; over the past two years this ratio has moved irregularly, but has tended to move upward slightly.

The change in stock levels in the fourth quarter was very small in each of the six broad industry groups for which figures are shown separately in Table 2. The contrast with the fairly high figures of stockbuilding in the third quarter is marked in the engineering, shipbuilding, and vehicles group and in food, drink, and tobacco; in the

Table 1. Changes in the volume of industry's stocks at 1958 prices seasonally adjusted (a)

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1965	6,355	1,036	1,190	8,581
1960	+520	+48	+37	+605
1961	+230	+36	+29	+295
1962	+ 33	+22	+14	+ 69
1963	+ 89	+29	+55	+173
1964	+332	+72	+47	+451
1965	+199	+19	+57	+275
1960 1st quarter	+109	N/C	+18	+127
2nd quarter	+138	+11	+18	+167
3rd quarter	+148	+19	+ 2	+169
4th quarter	+125	+18	— 1	+142
1961 1st quarter	+ 86	+35	+25	+146
2nd quarter	+ 66	+17	+10	+ 93
3rd quarter	+ 45	— 9	— 4	+ 32
4th quarter	+ 33	— 7	— 2	+ 24
1962 1st quarter	— 8	N/C	+ 5	— 3
2nd quarter	+ 31	— 7	—10	+ 14
3rd quarter	+ 26	+26	+11	+ 63
4th quarter	— 16	+ 3	+ 8	— 5
1963 1st quarter	+ 49	— 1	+ 3	+ 51
2nd quarter	— 9	+19	+18	+ 28
3rd quarter	— 12	— 9	— 1	— 22
4th quarter	+ 61	+20	+35	+116
1964 1st quarter	+ 79	+10	+ 3	+ 92
2nd quarter	+126	+13	+12	+151
3rd quarter	+ 77	+19	+17	+113
4th quarter	+ 50	+30	+15	+ 95
1965 1st quarter	+ 49	—10	+12	+ 51
2nd quarter	+ 83	— 5	+ 7	+ 85
3rd quarter	+ 71	+21	+20	+112
4th quarter	— 4	+13	+18	+ 27

former a reduction in work in progress contributed largely to the much lower stockbuilding, in the latter a run-down in stocks of finished goods. The reduction in work in progress in engineering and vehicles occured largely in electrical engineering and aircraft industries, where the figure was lower than in corresponding quarters of previous years; a number of large companies completed and delivered, during this quarter, substantial orders on which work in progress had been building up. Stockbuilding of finished goods in the motor vehicle industries was fairly high.

Over 1965 as a whole, stockbuilding was lower in all industry groups in Table 2, except for the mixed group of 'other manufacturing industries'. The principal falls were in the engineering, shipbuilding, and vehicles sector (the reduction in the fourth quarter leading to this) and in the textiles, leather and clothing industries, where stock levels were falling during the last three quarters of 1965. The textiles, etc., and the food, drink, and tobacco groups showed negative stockbuilding for the year as a whole; the reduction of stocks in the food, etc. group, over the year contrasted with increases for several years past. For manufacturing as a whole, work in progress and stocks of material and fuel increased much less in 1965 than in 1964, but stockbuilding of finished goods was about the same in both years.

Distributors' stocks

Increases in wholesalers' stocks in the second half of the year more than cancelled out the falls in the first half, to leave a very slight increase for the year as a whole – a contrast with the high stockbuilding of 1964.

The increase in retailers' stocks (about 5 per cent) was much the same as in 1963 and 1964.

(*Tables continued on next page*)

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal. **Black and white prints:** These should be 'action' photographs showing UK *goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.* **Colour photographs:** *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

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INDUSTRY'S STOCKS *continued*

Table 2. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry (a) (b) (f) £ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles, leather and clothing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders							Materials and fuel	Work in progress	Finished goods
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of stocks at December 31, 1965	874	558	489	3,110	678	646	6,355	2,300	2,343	1,712
1960	+52	+41	+73	+250	+42	+62	+520	+225	+127	+168
1961	+18	+15	+ 7	+134	+23	+33	+230	+ 51	+ 84	+ 95
1962	+31	+ 2	—24	+ 29	— 6	+ 1	+ 33	— 50	+ 32	+ 51
1963	+57	+ 1	+ 5	+ 58	—27	— 5	+ 89	— 10	+ 97	+ 2
1964	+ 7	+31	+30	+193	+48	+23	+332	+107	+144	+ 81
1965	—11	+12	+14	+151	— 8	+41	+199	+ 37	+ 74	+ 88
1960 1st quarter	+ 7	+ 1	+16	+ 64	+13	+ 8	+109	+ 52	+ 23	+ 34
2nd quarter	+14	+15	+15	+ 64	+13	+17	+138	+ 62	+ 37	+ 39
3rd quarter	+ 9	+15	+27	+ 55	+26	+16	+148	+ 70	+ 22	+ 56
4th quarter	+22	+10	+15	+ 67	—10	+21	+125	+ 41	+ 45	+ 39
1961 1st quarter	+ 9	+10	+12	+ 33	+ 5	+17	+ 86	+ 39	+ 39	+ 8
2nd quarter	— 2	+ 5	+ 1	+ 30	+13	+19	+ 66	+ 17	+ 20	+ 29
3rd quarter	+12	+ 3	— 5	+ 30	N/C	+ 5	+ 45	+ 15	+ 15	+ 15
4th quarter	— 1	— 3	— 1	+ 41	+ 5	— 8	+ 33	— 20	+ 10	+ 43
1962 1st quarter	+ 9	— 5	—12	+ 10	+ 1	—11	— 8	— 13	— 1	+ 6
2nd quarter	+10	— 3	— 4	+ 29	— 2	+ 1	+ 31	N/C	+ 21	+ 10
3rd quarter	+12	+ 6	— 9	+ 18	— 4	+ 3	+ 26	— 14	+ 15	+ 25
4th quarter	N/C	+ 4	+ 1	— 28	— 1	+ 8	— 16	— 23	— 3	+ 10
1963 1st quarter	+ 2	+ 8	+ 5	+ 29	— 9	+14	+ 49	— 7	+ 33	+ 23
2nd quarter	+21	— 4	N/C	— 12	— 5	— 9	— 9	— 8	+ 5	— 6
3rd quarter	— 1	— 6	— 6	+ 7	— 4	— 2	— 12	— 15	+ 20	— 17
4th quarter	+35	+ 3	+ 6	+ 34	— 9	— 8	+ 61	+ 20	+ 39	+ 2
1964 1st quarter	+ 1	+ 5	+14	+ 51	+11	— 3	+ 79	+ 39	+ 46	— 6
2nd quarter	—11	+16	+18	+ 65	+27	+11	+126	+ 28	+ 39	+ 59
3rd quarter	+ 7	+ 4	— 5	+ 61	— 1	+11	+ 77	+ 3	+ 36	+ 38
4th quarter	+10	+ 6	+ 3	+ 16	+11	+ 4	+ 50	+ 37	+ 23	— 10
1965 1st quarter	—16	—18	+ 9	+ 52	+14	+ 8	+ 49	+ 3	+ 66	— 20
2nd quarter	—11	+38	— 4	+ 49	— 5	+16	+ 83	+ 21	— 16	+ 78
3rd quarter	+22	— 2	+ 3	+ 41	—12	+19	+ 71	+ 8	+ 27	+ 36
4th quarter	— 6	— 6	+ 6	+ 9	— 5	— 2	— 4	+ 5	— 3	— 6

WEST GERMAN PURCHASING MISSION

Arrival at London Airport of a purchasing mission from West Ge rmany, comprising officials from public authorities and publicly-owned firms. The mission was invited to the United Kingdom by the Confederation of British Industry and visited major British manufacturing companies in the North-east during March 21-26.

Table 3. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by wholesalers [a] [f]

£ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31 1965
810	General wholesale distributors	1960	— 1	+10	+15	+ 2	+26	
		1961	+28	+10	— 2	—10	+26	
		1962	— 6	—11	+16	+ 5	+ 4	
		1963	— 2	+12	—11	+14	+13	
		1964	+ 1	+ 7	+10	+27	+45	
		1965	— 9	— 1	+17	+ 5	+12	674
831	Dealers in coal, builders' materials, etc.	1960	N/C	+ 1	N/C	+ 3	+ 4	
		1961	+ 1	+ 1	— 1	— 1	N/C	
		1962	+ 1	N/C	+ 2	+ 1	+ 4	
		1963	+ 3	+ 2	— 3	+ 3	+ 5	
		1964	+ 3	N/C	+ 5	— 2	+ 6	
		1965	— 4	— 2	+ 1	+ 3	— 2	94
832	Dealers in industrial materials and machinery	1960	+ 1	N/C	+ 4	+13	+18	
		1961	+ 6	+ 6	— 6	+ 4	+10	
		1962	+ 5	+ 4	+ 8	— 3	+14	
		1963	— 2	+ 5	+ 5	+ 3	+11	
		1964	+ 6	+ 6	+ 4	+ 5	+21	
		1965	+ 3	— 2	+ 3	+ 5	+ 9	268
	Total wholesalers	1960	N/C	+11	+19	+18	+48	
		1961	+35	+17	— 9	— 7	+36	
		1962	N/C	— 7	+26	+ 3	+22	
		1963	— 1	+19	— 9	+20	+29	
		1964	+10	+13	+19	+30	+72	
		1965	—10	— 5	+21	+13	+19	1,036

Table 4. Changes in the value (at book values) of stocks held by manufacturers and distributors [a]

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1965
Manufacturing (b)	1960	+128	+181	+128	+161	+598	
	1961	+112	+104	+ 47	+ 55	+318	
	1962	+ 9	+ 29	+ 14	+ 33	+ 85	
	1963	+ 67	N/C	+ 10	+152	+229	
	1964	+120	+180	+108	+144	+552	
	1965	+121	+149	+104	+ 94	+468	7,298
Wholesaling (c)	1960	+ 7	+ 18	+ 52	— 22	+ 55	
	1961	+ 44	+ 20	+ 15	— 36	+ 43	
	1962	+ 6	+ 5	+ 40	— 19	+ 32	
	1963	— 6	+ 23	+ 23	+ 8	+ 48	
	1964	+ 14	+ 30	+ 62	+ 18	+124	
	1965	— 1	+ 9	+ 54	— 14	+ 48	1,169
Retailing (d)	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 69	+ 36	— 10	— 34	+ 61	
	1962	+ 60	— 1	— 1	— 13	+ 45	
	1963	+ 56	— 6	— 13	+ 26	+ 63	
	1964	+ 55	+ 13	+ 7	+ 15	+ 90	
	1965	+ 73	— 1	+ 6	+ 4	+ 82	1,334
Total (e)	1960	+203	+214	+161	+119	+697	
	1961	+225	+160	+ 52	— 15	+422	
	1962	+ 75	+ 33	+ 53	+ 1	+162	
	1963	+117	+ 17	+ 20	+186	+340	
	1964	+189	+223	+177	+177	+766	
	1965	+193	+157	+164	+ 84	+598	9,801

Notes relating to Tables 1-4.

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Headings 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

INDUSTRY'S STOCKS, *continued*

Table 5

Period (quarters)		Index numbers 4th quarter 1957 = 100 seasonally adjusted (1) Stock levels (at 1958 prices)	Production (with 1958 net output weight) (2)	Ratio of stocks to production (3)
1957	1	99	100	98·9
	2	100	101	99·0
	3	100	102	98·1
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·3
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·6
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	105	113	92·3
	2	107	114	94·6
	3	110	114	96·8
	4	113	114	98·8
1961	1	115	114	100·3
	2	116	115	100·3
	3	117	114	102·4
	4	118	113	104·4
1962	1	118	113	104·1
	2	118	115	102·9
	3	119	116	102·5
	4	118	114	103·8
1963	1	120	114	105·2
	2	119	117	101·6
	3	119	121	98·0
	4	120	124	97·1
1964	1	122	127	96·1
	2	125	128	97·3
	3	126	129	98·1
	4	127	131	97·0
1965	1	128	133	96·7
	2	130	132	98·4
	3	131	132	99·3
	4	131	133	98·5

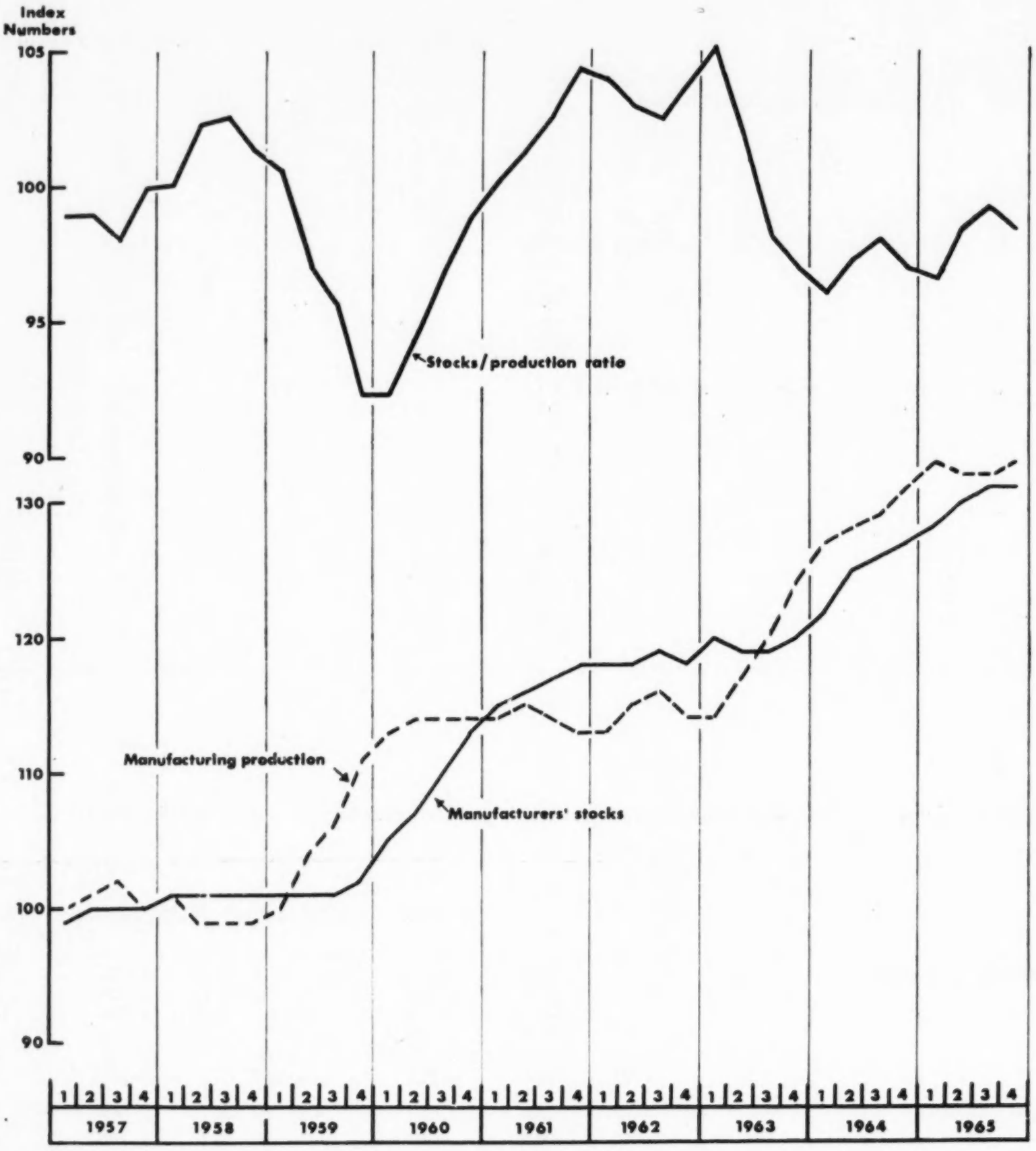
Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks/production ratios are calculated from unrounded estimates of the data in the previous two columns.

The relationship of manufacturers' stocks to manufacturing production



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Balance of payments figures fourth quarter 1965 and the year as a whole

FIGURES PUBLISHED in the March issue of 'Economic Trends'† show that there was virtually no deficit in the balance of payments in the fourth quarter of 1965, and that for the year as a whole the deficit was less than half that of 1964 – an estimate of £354 million in 1965 compared with £769 million in 1964.

Fourth quarter figures

The deficit on current and long-term capital transactions in the fourth quarter was reduced to an estimated £2 million compared with £210 million in the third quarter. Much of this swing was due to seasonal factors. On a seasonally adjusted basis, there was a surplus on *current account* of £8 million in the fourth quarter compared with a deficit of £56 million in the third quarter, and a sharp reduction occurred in the net outflow on *long-term capital account.*

1965 as a whole

The reduction of the balance on current and long-term capital accounts from £769 million in 1964 to £354 million in 1965 reflected a marked narrowing of the trade deficit and a reduction in the net outflow on capital account. On *current account,* the deficit in 1965 is estimated at £136 million compared with £406 million in 1964. Invisibles were unchanged, but a 7 per cent rise in exports, whilst imports increased by only 1 per cent, substantially reduced the trade deficit. The net outflow on *long-term capital account* was reduced to £218 million compared with £363 million in 1964, partly as a result of measures introduced by the Government in April and July 1965, which affected particularly *portfolio investment* abroad.

†This March issue (published by HMSO, price 7s. 0d.), contains more detailed information with tables on the United Kingdom balance of payments in the fourth quarter and the year 1965.

Shipping and the balance of payments

THE PUBLICATION IN 'Economic Trends' of the preliminary balance of payments estimates for 1965 is a suitable occasion to explain the significance of the entries relating to shipping, which appear in fuller form in the annual 'pink book'. These entries include the transactions of United Kingdom shipowners (including oil companies) with overseas residents, and the transactions of other United Kingdom residents with shipowners outside the United Kingdom (including colonial subsidiaries of United Kingdom shipowners, which are entitled to own British ships. This is why this article uses the expression 'non-United Kingdom' where 'foreign' might be expected).

On the assumption that, directly or indirectly, the importer of cargo pays the freight, the United Kingdom shipping industry's freight earnings in export and cross trades, plus passage money and charter hire received from abroad, count as 'earnings abroad'; this corresponds to the 'export performance' of a manufacturing industry. Passage money paid in respect of United Kingdom residents and freight earnings on imports are not counted since, on the assumption given above, these payments can be regarded as transaction between two residents of this country; this corresponds to the 'home sales' of a manufacturing industry.

The shipping industry's expenditure abroad consists of two principal classes; first, port disbursements for stevedoring, supplies, repairs, port and light dues, and fuel bought abroad, etc., and, secondly, the time charter hire paid by United Kingdom shipowners to shipowners abroad. By subtracting the industry's expenditure abroad from its earnings abroad, one arrives at the industry's 'contribution to invisible exports'. This was estimated as £107 million in 1964 and the preliminary estimate for 1965 is £117 million. It should not be taken for granted this must be a positive quantity. The tonnage of United Kingdom imports greatly exceeds that of exports; there is more to be earned in import freights than in export freights, and it would be possible for the industry to spend more abroad in maintaining all its operations, than it earned in freights on exports and cross trades, if market conditions were unfavourable. However, even in 1962, when shipping was most depressed, the net contribution was £72 million.

Payments by United Kingdom residents to shipowners abroad comprise passage money and freight on imports carried in non-United Kingdom ships (other than those on hire to United Kingdom shipping companies). Freight on exports in non-United Kingdom ships is left out for the same reason that freight on imports in United Kingdom ships is omitted. Payments by shipowners abroad are made to United Kingdom residents for stevedoring, supplies, repairs, etc.

When the net expenditure of the United Kingdom or non-United Kingdom shipping is subtracted from the United Kingdom shipping industry's 'contribution to invisible exports', one has the final balance in 'the shipping account in the balance of payments'. In fact, the shipping balance has been negative by small amounts in the past few years. In 1964 it was £25 million and the preliminary estimate for 1965 is £11 million.

Invisible exports: study director named

AS ALREADY ANNOUNCED the British National Export Council has referred the problem of 'Invisibles' to the Financial Advisory Panel on Exports with the following terms of reference:

to examine the 'Invisible' element on private account in the Balance of Payments;

to consider means of promoting and stimulating Invisible Exports; and to make recommendations.

The panel is appointing a committee to carry out the investigation, and Mr. W. M. Clarke will be the Director in charge of the study.

EFTA trade achievements in 1965

TRADE BETWEEN the EFTA countries, including Finland, has increased by about 95 per cent since 1959, reports the EFTA Secretariat. This compares with an increase of only 38 per cent between 1953 and 1959, the six years before EFTA came into being.

It is now clear that EFTA trade will have doubled during the six-year period of progressive reductions in trade barriers within the Association, even before the establishment of the single market, free of tariffs and quotas on industrial goods, which will come into being on December 31, 1966. There is every sign that this increase of trade within the EFTA partnership will continue.

EFTA's exports to countries outside EFTA are also expanding at a steadily increasing rate, with a growth in 1965 of 8.6 per cent over 1964. EFTA's imports, on the other hand, increased by only 4.4 per cent in 1965 over the previous year – a fact largely explained by the small growth of United Kingdom and Swiss imports in 1965 from the high levels of 1964.

Intra-EFTA trade

Trade between the EFTA countries continues to grow more rapidly than their total trade with the world. Intra-EFTA exports totalled $6,829 million in 1965, compared with $6,231 million in 1964 and $3,522 million in 1959, giving an increase over 1964 of 9.6 per cent and an average annual increase since 1959 of 11.7 per cent.

Despite the United Kingdom surcharge on imports of manufactured goods, Denmark, Portugal, Sweden and Switzerland continued to increase their exports to the United Kingdom, although at a much reduced rate for the two Scandinavian countries. On the other hand Austria, Finland and Norway all experienced an actual decline in their exports to the United Kingdom.

Although Britain imported only 5 per cent more from EFTA in 1965, all other EFTA countries except Switzerland increased their imports from their partners by 10 per cent to 20 per cent. Switzerland was the only EFTA country to increase its imports from the world at a higher level – 2.4 per cent – than from EFTA – 1.9 per cent.

Trade between the four Nordic countries in the EFTA partnership continued to show in 1965 a noticeably higher rate of growth than the figure for EFTA as a whole. The gain in the year for intra-Nordic trade was 17.4 per cent, ranging from Denmark with 13.9 per cent to Sweden with 20.9 per cent.

The result to date of these spectacular increases is that the Nordic countries are now doing two and a half times more trade with each other than in 1959, a striking illustration of the growing strength of Nordic economic integration within the EFTA partnership.

EFTA-EEC trade

The rate of increase of EFTA exports to the EEC continues to decline. The increase in 1965 was 5.3 per cent, compared to an

REPEAT ORDER FOR SWEDEN

Hudson of Leeds have recently been successful in securing a repeat order worth approximately £100,000 for a substantial quantity of their new Leedsall '12' 'S' dump trucks for delivery to Sweden. These machines are to be specially adapted to suit the rigorous operating conditions encountered in Sweden, and are designed to deal with unusually difficult sites and extremely low temperatures.

EFTA TRADE, *continued*

annual average growth of 11 per cent from 1959 to 1964. Nonetheless, all EFTA countries increased their exports to the EEC during the year. For the United Kingdom, accounting for 37 per cent of EFTA's exports to the EEC, the gain was 2.1 per cent; British exports to Germany, her major customer in the EEC, increased by 15 per cent over 1964, and to Benelux by 4.8 per cent. But United Kingdom exports to the Netherlands, France and Italy all fell (−2 per cent, −6 per cent, and −16 per cent respectively). respectively).

EFTA imports from the Six increased by 8.8 per cent in 1965, the increases ranging from Switzerland with 2.7 per cent to Portugal with 24.4 per cent.

EFTA trade with the United States

The United Kingdom, which supplies nearly 60 per cent of EFTA's exports to the United States, increased its sales in 1965 by 21.5 per cent over 1964, compared with an annual average increase 1959-64 of only 2.0 per cent. This increase was due to aircraft (the first deliveries of the BAC 1-11 accounted for $70 million), iron and steel and a wide range of consumer goods. All the EFTA countries shared in the benefits of the booming United States economy, and Norway, with an increase of 7.1 per cent, was the only country with a rate of increase of exports to the United States of under 10 per cent.

On the import side the picture was much less consistent. Switzerland (−0.2 per cent), Austria (−4.2 per cent) and Portugal (−10.2 per cent), all imported less from the United States in 1965 than in 1964, whereas the United Kingdom (+3.8 per cent), Norway (+4.3 per cent), Denmark (+6.2 per cent), Sweden (+7.5 per cent and Finland (+10.0 per cent) all brought more from the United States. The figure for EFTA as a group was +3.6 per cent.

EFTA's trade with the rest of the world

From 1959 to 1964 there was a steady, although slow, fall in the United Kingdom's share of total EFTA exports to the 'rest of the world' (from 71.0 per cent to 67.0 per cent), but the share is still such that it bears strongly on the overall EFTA picture, as is also the case with imports. A decline in United Kingdom imports from this area of 1.0 per cent in 1965 partly offset increased imports by all other EFTA countries (except Finland) and resulted in the slight increase of 1.4 per cent for EFTA as a whole. This compares with an average figure of 13.4 per cent for the period 1959-64.

Conversely, the gain in EFTA exports to the rest of the world in 1965 was higher at 8.7 per cent than the 4.3 per cent average for the period 1959-64. Every country shared in this increase.

Analysis of man-made fibre production in 1965

THE growth in production of man-made fibre in the United Kingdom, especially apparent during 1964, continued in 1965 though at a lesser rate. Total production by weight in 1965 was 4 per cent more than in 1964, compared with a 15 per cent increase the previous year.

Production by weight of the synthetic fibres continued to rise rapidly in 1965 and recorded an increase of 17 per cent over 1964. Within this total, production of continuous filament synthetics rose by 9 per cent and staple fibre synthetics by 29 per cent. The comparative increases for 1964 over 1963 were 17 and 25 per cent respectively.

Total output by weight of the non-synthetic fibres fell by 2 per cent in 1965 compared with 1964, as against an increase the previous year of 12 per cent. Within this total, production of viscose staple fibres was 5 per cent less than in 1964 while viscose continuous filament showed a marginal increase. Total production of acetate and triacetate fibres rose by 3 per cent in 1965; this increase was entirely attributable to an increase in continuous filament.

Analysis of Man-made Fibre Production

(million lb. 'delivered weight' basis)

	Year	Synthetic	Viscose (a)	Acetate and triacetate	Total
Total production	1960	134·4	398·2	59·5	592·0
	1961	145·9	350·4	71·4	567·7
	1962	182·9	366·8	77·5	627·2
	1963	232·3	408·1	78·7	719·2
	1964	278·7	448·1	98·4	825·2
	1965	326·3	434·0	101·8	862·1
Continuous filament	1960	82·1	141·6	44·9	268·6
	1961	87·5	121·0	53·5	262·0
	1962	114·0	123·3	53·5	290·8
	1963	141·7	128·2	60·3	330·3
	1964	165·6	138·6	73·9	378·1
	1965	180·0	139·3	77·1	396·4
Staple fibre	1960	52·3	256·6	14·6	323·5
	1961	58·4	229·4	17·9	305·7
	1962	68·8	243·5	24·0	336·3
	1963	90·6	279·9	18·4	388·9
	1964	113·1	309·5	24·5	447·1
	1965	146·3	294·8	24·6	465·7

(a) The viscose continuous filament figures include a very small amount of non-synthetics not separately specified.

Production of man-made fibres in February

TOTAL production by weight of man-made fibres in February was 1 per cent more than in February 1965. Within the total, output of continuous filament was 5 per cent more and staple fibre 2 per cent less.

(million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1965 (quarterly average)	99·1	116·4	215·5
1964 3rd quarter	89·6	105·4	195·0
4th quarter	101·2	122·4	223·6
1965 3rd quarter	93·7	105·8	199·5
4th quarter	98·8	116·2	215·0
1964 December	33·6	40·9	74·5
1965 January	34·9	41·3	76·2
February	32·9	38·5	71·4
1965 December	32·9	40·2	73·0
1966 January	33·9	37·8	71·8
February	34·4	37·9	72·3

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the* JOURNAL.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 and 1964, during the week ended Friday, April 1, 1966.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
That Riviera Touch	Br/E 31203	98	March 30	Rank Film Distributors Ltd.	The Rank Organisation Film Productions Ltd.
The Mighty Dolomites	Br/E 31204	24	March 31	United Artists Corp. Ltd.	Harold Baim Motion Picture Productions Ltd.
Movietone News 1920	Br/E 30855	8	March 31	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1920A	Br/E 30856	8	March 31	" "	" "
Pathe News 66-25	Br/E 30941	7	March 31	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-26	Br/E 30942	8	March 31	" "	" "
The Fifff	Br/E 31205	8	April 1	Border Film Productions (London) Ltd.	Border Film Productions (London) Ltd.
Lure of Ravenna	Br/E 31206	19	April 1	British Lion Films Ltd.	Sphinx Films Ltd.
Mining Review No. 8 – 19th Year	Br/E 31207	10	April 1	Data Film Distributors Ltd.	National Coal Board
FOREIGN					
Alphaville	F 31195	99	March 28	Connoisseur Films Ltd.	Chaumaine, Paris, and Film Studio, Rome.
The Expert	F 31196	9	March 28	Paramount Film Service Ltd.	Paramount Pictures Corp.
Ladders Up	F 31197	8	March 28	" "	" "
Shoeflies	F 31198	7	March 28	" "	" "
Tally Hokum	F 31199	6	March 28	" "	" "
The Longest Bridge	F 31200	8	March 28	" "	" "
Jumping Frog Jubilee	F 31201	18	March 28	" "	" "
The Crazy World of Laurel and Hardy	F 31202	83	March 29	Screenspace Ltd.	Jay Ward Productions Inc.

NOTE:
A Direction has been issued under Section 2 (2) of the Films Act, 1960, extending the quota life of the film 'Der Rosenkavalier' (Br/E 27648) for the years 1967 and 1968.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed **to Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 6147).**

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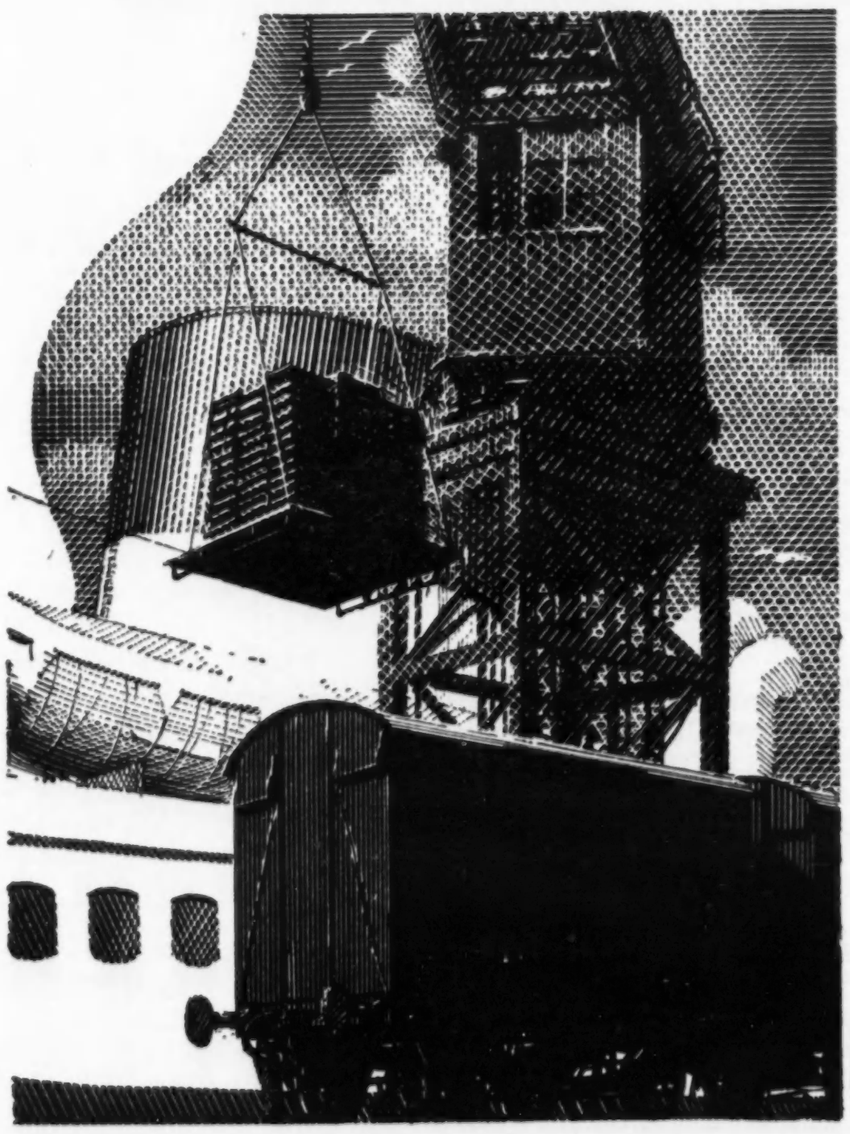

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Retail sales in February

ESTIMATES OF THE volume of retail sales in February suggest that, after allowing for seasonal factors, the underlying trend was continuing upwards, although probably at a slower rate than during recent months. For the three months ended February the volume of retail sales rose by about ½ per cent compared with the immediately preceding three months. The volume of sales by food shops continued to show in the three months ended February a rise of about 1 per cent compared with the preceding three months, while that by the non-food shops group rose only slightly. For February itself the seasonally adjusted volume index at 109 (1961=100) was one point lower than in January, but, because of the tendency of the monthly figures to move erratically, the three months' comparison above is a better guide.

The underlying trend in the value of retail sales, after seasonal adjustment, has also continued upwards. The total value of retail sales was a little more than 1 per cent higher during the period December 1965 to February 1966 than during the preceding three months. Sales by food shops rose by about 1½ per cent, while those by non-food shops rose by just over 1 per cent. Most of the increase in the non-food shops group was taken by the 'other non-food shops', which includes mail-order businesses and department stores as well as those kinds of business within the group 'miscellaneous non-food shops' detailed in Table 3.

Clothing and footwear shops

Although there tends to be month to month fluctuations in this series, sales by clothing and footwear shops, on a seasonally adjusted basis, were about the same for the three months ended February as in the previous three months. Before seasonal adjustment, sales by footwear shops in February were 7 per cent higher than a year earlier, a rise somewhat greater than those in recent months, while men's and boys' wear shops and women's and girls' wear shops with increases in sales, when compared with February 1965 of 3 per cent and 1 per cent respectively, showed rises below the average of recent months.

Prices of clothing and footwear in February continued to be about 2 per cent higher than a year earlier.

Durable goods shops

On a seasonally adjusted basis sales of durable goods shops in the three months ended February were about the same as in the previous period of three months. There was, however, a fall between the seasonally adjusted indices for January and February (January 126, February 121, 1961=100). Since the monthly figures tend to move erratically – the January figure 5 points up on December – it is difficult to attach any significance to this fall, but the tightening of the hire purchase restrictions in February was a factor affecting the level of sales.

Before seasonal adjustment, sales by all durable goods shops in February showed a rise of only 1 per cent when compared with a year earlier – an increase somewhat lower on average than those in recent months. Sales by furniture shops were about the same level as in February 1965, but sales by electricity showrooms continued to show decreases on a year earlier; sales by gas showrooms, although showing a decrease from February 1965, were about the same level as last month.

(*text continued on page* 790)

Table 1—Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices. 1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1964 1st quarter	111	109	112	110	113	113
2nd quarter	112	111	113	109	116	115
3rd quarter	114	114	115	110	116	117
4th quarter	116	115	118	113	119	120
1965 1st quarter	118	116	121	117	121	122
2nd quarter	119	117	120	115	120	123
3rd quarter	121	119	123	118	121	126
4th quarter	123	122	124	118	122	127
1965 February	118	116	120	115	120	122
March	119	117	122	120	122	124
April	118	117	119	114	120	122
May	119	117	121	118	121	124
June	119	117	120	113	120	123
July / August / September	121	119	123	118	121	126
October	121	121	122	113	124	127
November	124	122	126	124	122	129
December	123	123	123	118	121	126
1966 January	124	122	126	121	126	129
February	124	122	125	118	121	130

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1964 1st quarter	105	103	107
2nd quarter	105	103	107
3rd quarter	106	103	108
4th quarter	107	103	110
1965 1st quarter	108	104	111
2nd quarter	107	104	110
3rd quarter	108	104	111
4th quarter	109	105	112
1965 February	107	104	111
March	108	104	113
April	106	103	109
May	108	104	111
June	107	103	110
July / August / September	108	104	111
October	108	104	110
November	110	105	114
December	109	106	111
1966 January	110	105	114
February	109	105	112

(a) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.
(b) Including department stores and mail order businesses.

Table 2—Analysis by form of organization

February – Index numbers of values of sales per week, and percentage changes on a year earlier (*a*)

1961 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	111	+ 4	108	+ 4	120	+ 5	102	+ 1
FOOD SHOPS (h)	119	+ 5	114	+ 4	142	+ 9	105	+ 1
Grocers	120	+ 5 (f)	112	+ 3	151	+11	102	+ 1 (f)
Butchers	117	+ 2	..		..		..	
Greengrocers, fruiterers	102	+ 5	103	+ 5	102	+ 4	83	— 4
Fishmongers, poulterers	118	+ 2	..		..		..	
Bread and flour confectioners	127	+ 4 (g)	123	+ 5	134	+ 3	..	
Off-licences	116	+ 9	104	+ 8	127	+ 9	..	
Dairymen	133	+ 7	..		..		123	+ 6
NON-FOOD SHOPS	105	+ 4	..		..		..	
Clothing and footwear shops	88	+ 2	86	+ 1	92	+ 3	77	— 1
Footwear shops	79	+ 7	87	+ 8	76	+ 8	69	Nil
Men's and boys' wear shops	94	+ 3	90	+ 3	102	+ 4	66	— 5
Women's, girls' and infants' wear, drapery and general clothing shops	88	+ 1	85	Nil	94	+ 1	82	— 1
Large (c)	—		83	+ 2	—		—	
Medium (c)	—		82	Nil	—		—	
Small (c)	—		86	Nil	—		—	
Durable goods shops	111	+ 1	102	+ 2	129	Nil	102	+ 1
Furniture shops	103	Nil	99	— 1	114	+ 4	—	
Large (c)	—		98	— 3	—		—	
Medium and small (c)	—		100	Nil	—		—	
Other durable goods shops	120	+ 1	106	+ 5	135	— 1	—	
Radio and electrical goods, etc., shops (e)	116	+ 7	106	+ 5	135	+10	—	
of which Rental specialists	..		..		179	+13	—	
Electricity showrooms	106	—13	—		106	—13	—	
Gas showrooms	169	—11	—		169	—11	—	
Miscellaneous non-food shops (b)	110	+ 5	..		..		..	
Confectioners, tobacconists, newsagents	120	+ 8	118	+ 8	137	+11	—	
Booksellers, stationers	..		137	+10	..		—	
Chemists, photographic goods dealers (d)	106	+ 7	103	+ 6	111	+ 8	105	+10
Jewellers	102	+ 5	103	+ 6	97	Nil	—	
Leather goods, sports goods, toys and fancy goods shops	85	+ 8	..		..		—	
Ironmongers and hardware shops	104	+ 1	107	+ 1	85	— 3	—	
Other miscellaneous non-food shops (i)	—		116	Nil	—		—	
Department stores	89	+ 1	—		—		—	
Mail order businesses	160	+19	—		—		—	

Table 3 – Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,140)		Food shops (h) (£4,154)		Non-food shops									
					Total (£4,986)		Clothing and footwear shops (£1,384)	Durable goods shops (£956)	Miscellaneous non-food shops (b) (£1,962)	Department stores (£457)	Mail order businesses (£227)	
	Value	Volume*	Value	Volume*	Value	Volume*						
1963 Year	108 +4	103 +3	107 +3	102 +1	108 +5	104 +4	106 + 5	109 +5	107 +4	108 +5	122 +13	
1964 Year	113 +5	106 +2	112 +5	103 +1	114 +6	108 +4	110 + 4	116 +7	114 +6	113 +5	142 +17	
1965 Year	120 +6	108 +2	119 +6	104 +1	122 +6	111 +3	117 + 6	121 +4	122 +7	118 +4	165 +16	
1966 Year to date†	113 +5	100 +2	119 +5	103 +2	108 +5	98 +2	96 +4	117 +3	109 +6	104 +4	137 +18	
1965 1st quarter	109 +7	99 +2	114 +6	102 +1	105 +7	97 +4	95 + 6	114 +7	105 +7	100 +5	140 +21	
2nd quarter	116 +6	104 +2	117 +5	102 +1	116 +6	105 +2	115 + 6	112 +4	115 +7	108 +3	154 +11	
3rd quarter	117 +6	105 +2	117 +5	102 +1	118 +6	107 +3	112 + 7	118 +3	120 +6	113 +5	148 +20	
4th quarter	139 +6	124 +2	127 +6	110 +2	148 +5	134 +2	146 + 4	140 +3	145 +6	151 +3	219 +13	
1965 October	122 +5	109 +1	118 +5	103 +1	126 +4	114 +1	117 — 1	132 +4	120 +6	123 Nil	204 +16	
November	130 +7	116 +3	122 +6	106 +2	137 +7	124 +4	132 +10	136 +3	129 +6	139 +4	243 +22	
December	159 +5	141 +2	139 +7	120 +2	175 +5	159 +1	180 + 4	149 +2	178 +7	182 +4	212 + 4	
1966 January	115 +6	102 +3	119 +5	103 +2	112 +6	101 +3	105 + 6	124 +4	108 +6	120 +6	115 +16	
February	111 +4	98 +1	119 +5	103 +1	105 +4	94 +2	88 +2	111 +1	110 +5	89 +1	160 +19	

(ii) Analysis by kinds of business: value only

(Sales in 1961 £ million)	Food shops								Clothing and footwear shops		
	Grocers (f) (£2,397)	Butchers (£637)	Greengrocers, fruiterers (£323)	Fishmongers, poulterers (£81)	Bread and flour confectioners (g) (£196)	Off-licences (£139)	Dairymen (£367)	Footwear shops (£229)	Men's and boys' wear shops (£281)	Women's wear shops (£874)	
1963 Year	107 +3	103 +2	100 —2	108 +5	113 +6	114 + 6	110 +5	106 + 4	107 + 4	106 +5	
1964 Year	112 +4	109 +6	103 +3	115 +7	119 +6	123 + 8	118 +7	109 + 3	111 + 4	111 +4	
1965 Year	119 +6	113 +4	107 +4	120 +4	126 +6	135 +10	127 +7	114 + 5	117 + 5	118 +6	
1966 Year to date†	120 +6	118 +2	99 +4	118 +2	124 +5	120 + 9	132 +7	85 + 5	106 + 5	96 +3	
1965 1st quarter	114 +6	114 +6	100 +5	116 +5	121 +5	109 + 9	123 +8	87 + 6	100 + 5	95 +6	
2nd quarter	117 +6	109 +5	119 +4	121 +6	126 +7	110 +10	124 +4	120 + 4	114 + 5	114 +6	
3rd quarter	117 +5	109 +4	109 +4	117 +2	127 +6	116 + 8	127 +7	112 + 4	112 + 7	112 +7	
4th quarter	127 +7	121 +1	99 +3	125 +2	132 +6	207 +11	133 +8	137 + 3	142 + 4	149 +4	
1965 October	120 +6	113 +1	92 +3	123 +3	131 +8	126 + 7	131 +9	113 — 5	110 — 1	121 Nil	
November	124 +7	117 +2	93 +3	121 +1	129 +6	141 + 5	132 +8	129 +15	131 +10	132 +8	
December	136 +7	130 +1	110 +4	129 +1	136 +5	323 +14	134 +9	162 + 1	177 + 3	186 +5	
1966 January	120 +6	120 +2	96 +3	117 +1	122 +6	124 +10	131 +8	92 + 3	117 + 6	104 +6	
February	120 +5	117 +2	102 +5	118 +2	127 +4	116 + 9	133 +7	79 + 7	94 + 3	88 +1	

(Sales in 1961 £ million)	Durable goods shops					Miscellaneous non-food shops							
	Furniture shops (£399)	Other durable goods shops: Total (£476)	Radio and electrical goods, etc., shops (e) (£372)	Electricity showrooms (£55)	Gas showrooms (£49)	Confectioners, tobacconists, newsagents (£794)	Booksellers, stationers‡ (£60)	Chemists, photographic goods dealers (d) (£259)	Jewellers (£80)	Leather goods, sports goods, toys and fancy goods shops (£83)	Ironmongers and hardware shops (£235)	Other miscellaneous non-food shops (i) (£66)	
1963 Year	103 +2	114 +9	110 +7	118 + 9	137 +19	107 +4	111 + 6	107 +4	105 + 5	103 + 2	107 +4		
1964 Year	111 +8	121 +6	114 +3	128 + 8	165 +21	113 +5	121 + 9	114 +6	118 +12	112 + 8	109 +2	113	
1965 Year	117 +5	125 +3	116 +2	124 — 3	195 +18	122 +8	133 +10	120 +5	126 + 7	123 + 9	114 +4	118	+5
1966 Year to date†	112 +2	124 +3	120 +6	111 — 9	168 — 6	119 +8	135 +10	108 +7	98 + 5	88 + 9	107 +4	109	Nil
1965 1st quarter	107 +7	122 +7	112 +1	126 +15	191 +29	112 +7	121 +11	102 +6	97 +10	83 + 9	105 +4	116	+7
2nd quarter	113 +7	113 +2	104 —1	118 — 2	174 +21	117 +9	110 + 9	114 +5	103 + 7	103 + 9	113 +4	123	+5
3rd quarter	115 +4	120 +3	110 +2	117 —12	202 +19	124 +8	121 + 8	122 +3	120 + 5	125 + 7	112 +4	108	+4
4th quarter	135 +4	144 +2	136 +3	137 — 9	212 + 6	136 +8	180 +11	143 +5	184 + 6	179 +10	127 +4	126	+2
1965 October	128 +4	137 +4	125 +4	140 — 2	231 +11	123 +9	142 +15	116 +5	118 + 6	109 + 8	115 +3	118	+4
November	134 +3	138 +2	124 +2	137 —10	244 +11	127 +8	161 + 9	121 +4	125 — 2	125 + 5	121 +8	112	—2
December	141 +3	155 +1	156 +4	134 —12	172 — 5	155 +8	226 +10	182 +6	285 + 9	278 +12	142 +3	143	+4
1966 January	121 +4	128 +4	124 +6	117 — 4	168 Nil	117 +7	132 +10	109 +6	94 + 6	91 +10	109 +7	102	Nil
February	103 Nil	120 +1	116 +7	106 —13	169 —11	120 +8	137 +10	106 +7	102 + 5	85 + 8	104 +1	116	Nil

‡ Independent retailers only. * Average 1961 prices. † January-February.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into the three 'monthly' periods of four, four and five weeks respectively. The period covered by February 1966 sales was the four weeks from January 30, 1966, to February 26, 1966, the corresponding period in 1965 was from January 31, 1965, to February 27, 1965. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index numbers do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and television rental specialist shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including the bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Includes a very small amount of other food shops which are not published separately.

(i) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general secondhand dealers and certain other miscellaneous non-food shops.

RETAIL SALES, *continued*

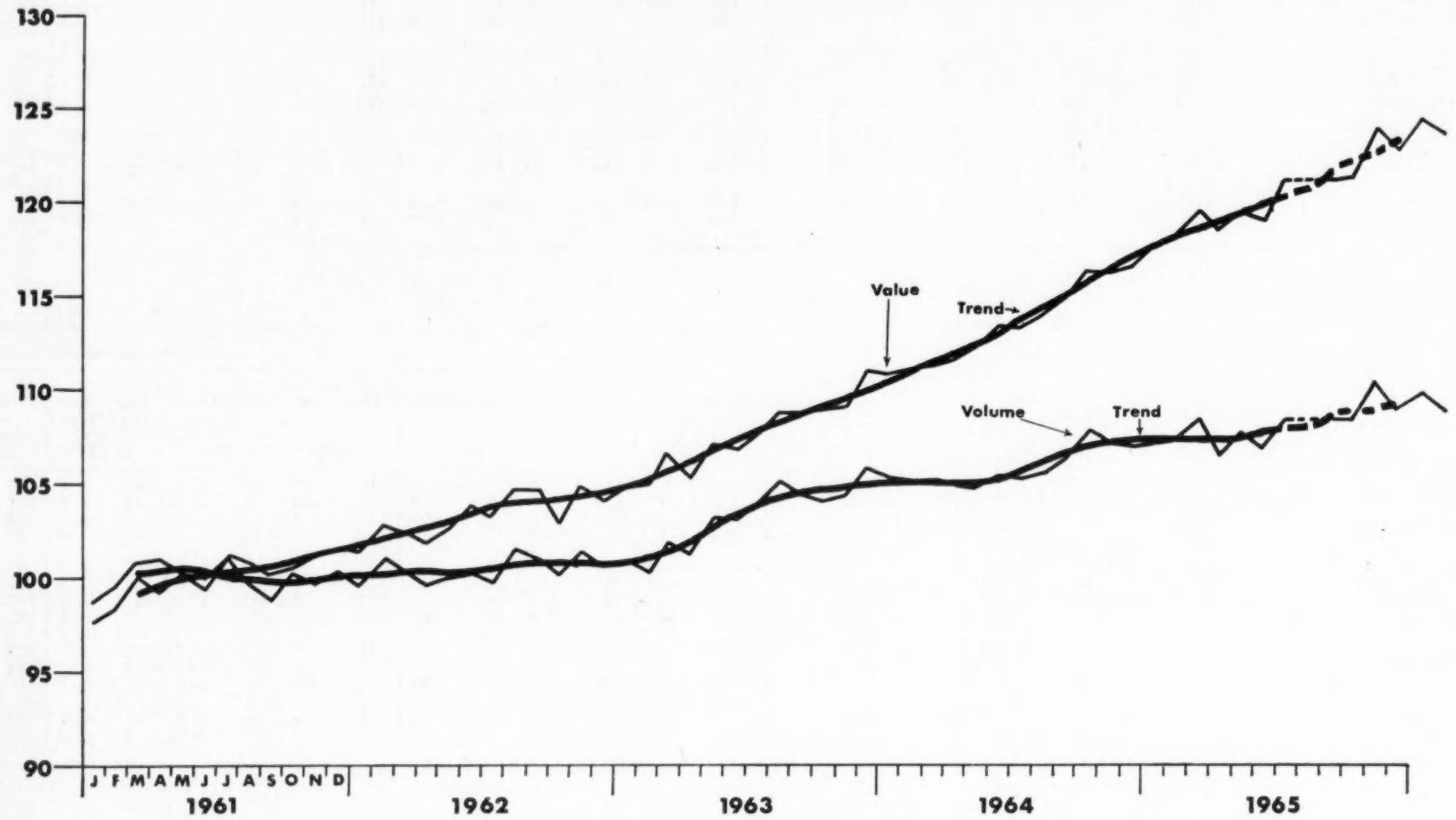
Prices of durable goods in February were about 2 per cent higher than a year earlier.

Other non-food shops

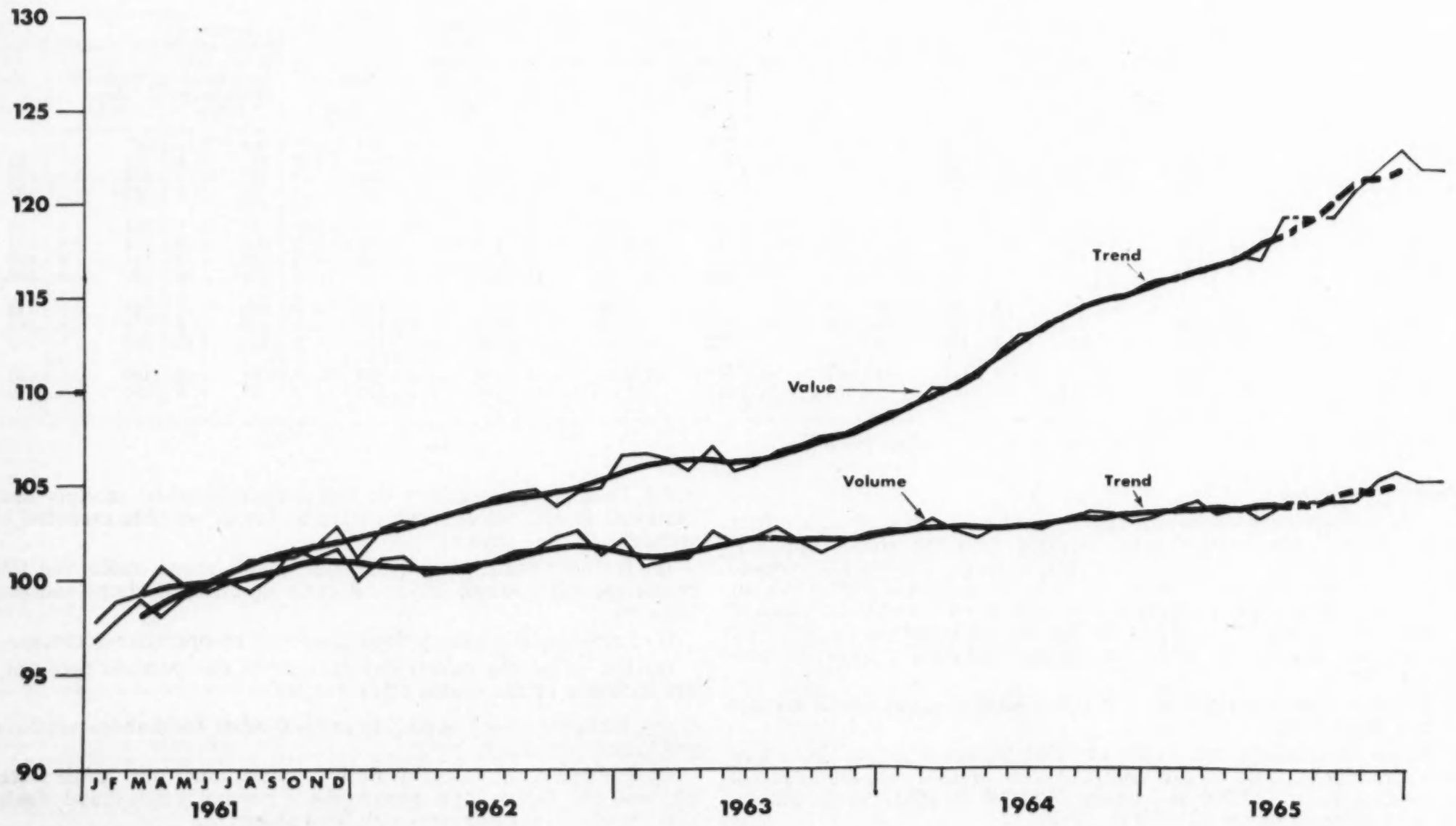
The seasonally adjusted index of the value of sales by this group of shops in February at 130 (1961=100) was 1 point higher than in January, and for the three months ended February was more than 1 per cent higher than during the preceding three months, indicating that the upward trend in the value of sales was being continued.

Within this group most kinds of business in February showed increases in sales, before seasonal adjustment, when compared with a year earlier much in line with those on average of recent months. Department stores and ironmongers and hardware shops

All kinds of Business



Food Shops

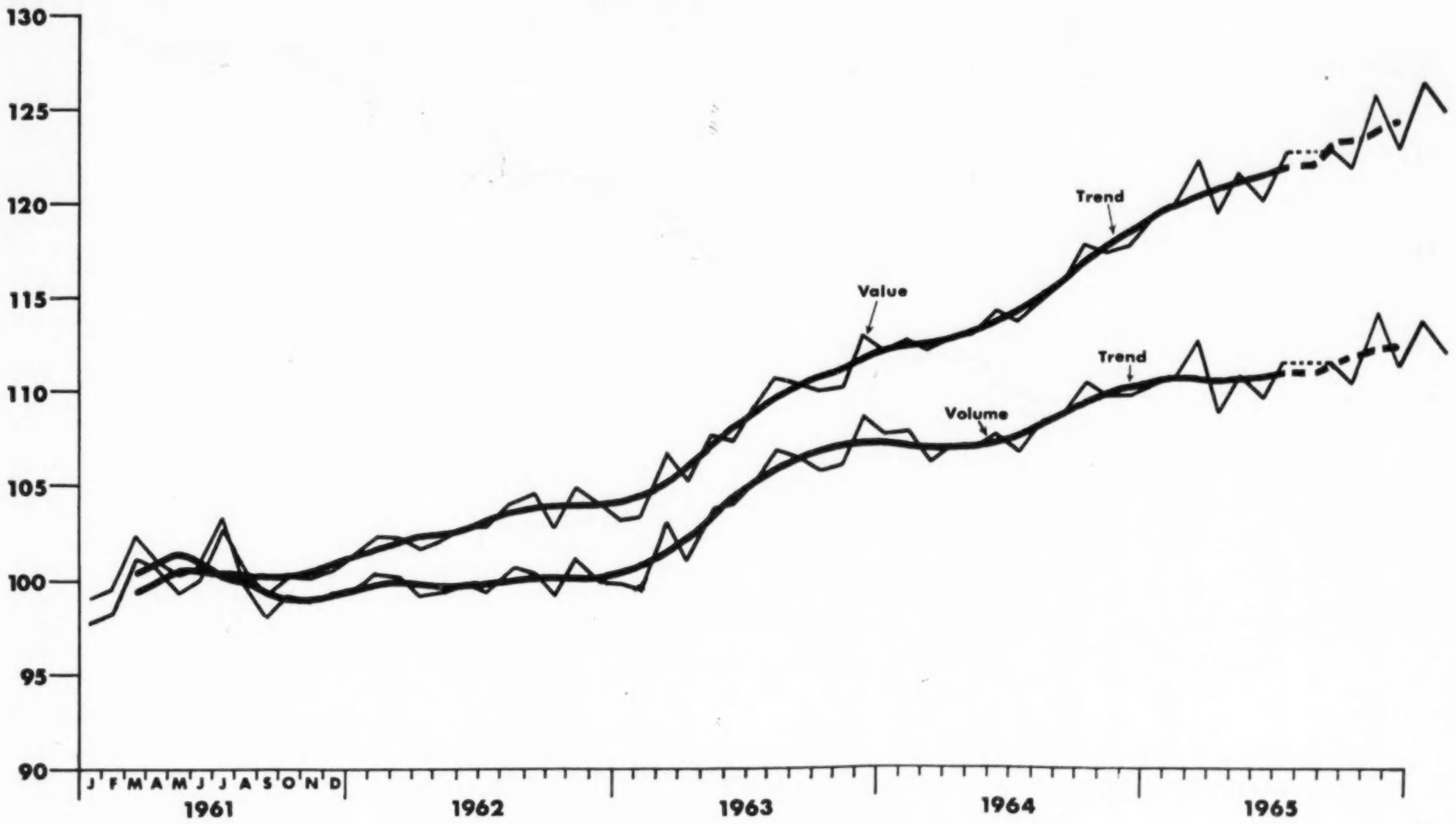


showed increases in February this year, compared with February 1965, smaller than those in January, when the increases on a year earlier were somewhat higher than the average in previous months.

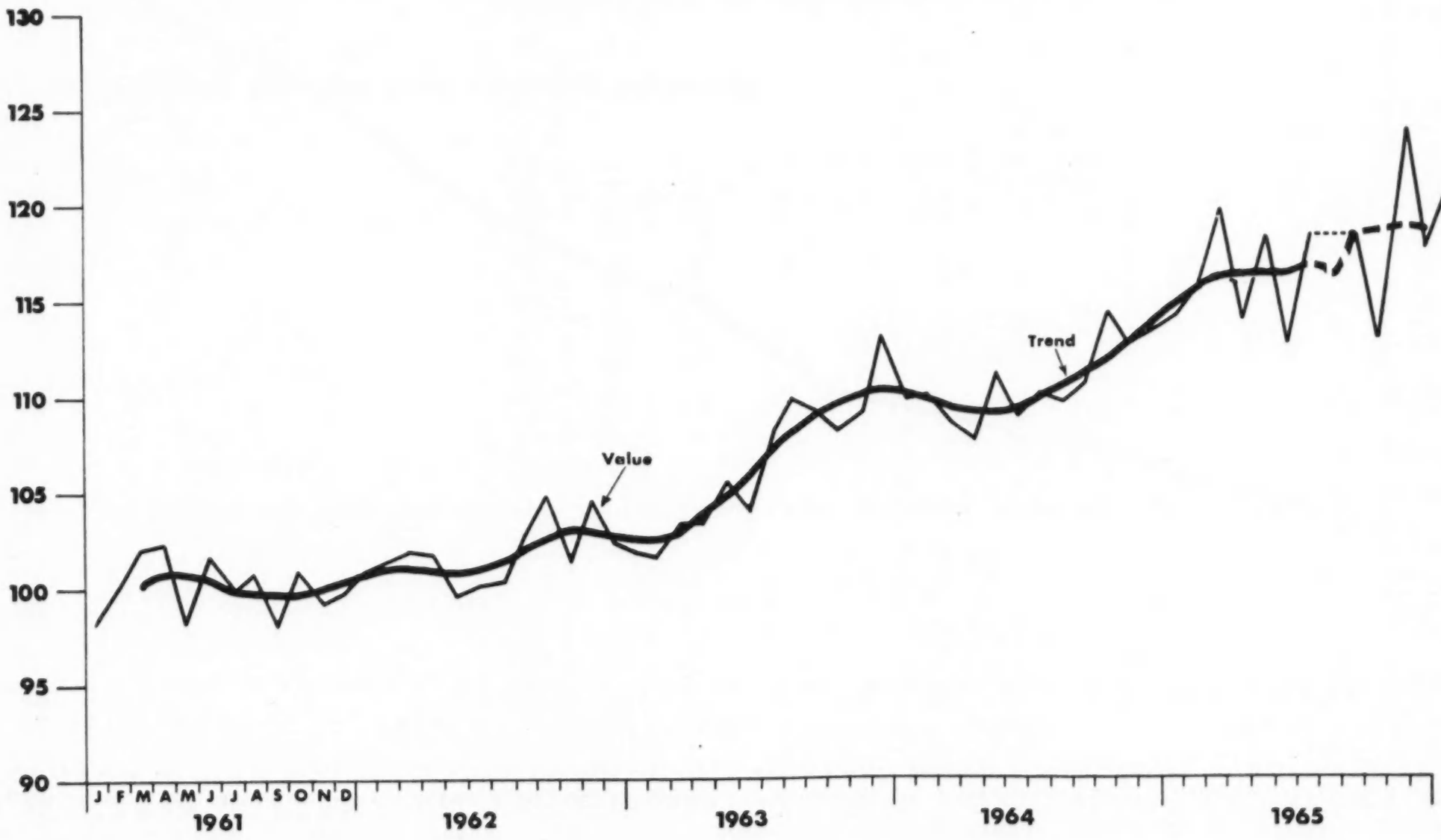
Food shops

The seasonally adjusted index of the volume of sales by food shops for February, at 105, was the same as in January, and for the three months ended February there was a rise of about 1 per cent over the preceding three months, suggesting a continuation of the gently upward underlying trend. A comparison between the three months December 1965 to February 1966 with the previous three months, in the value series, reveals a slightly higher increase, due to modest price increases.

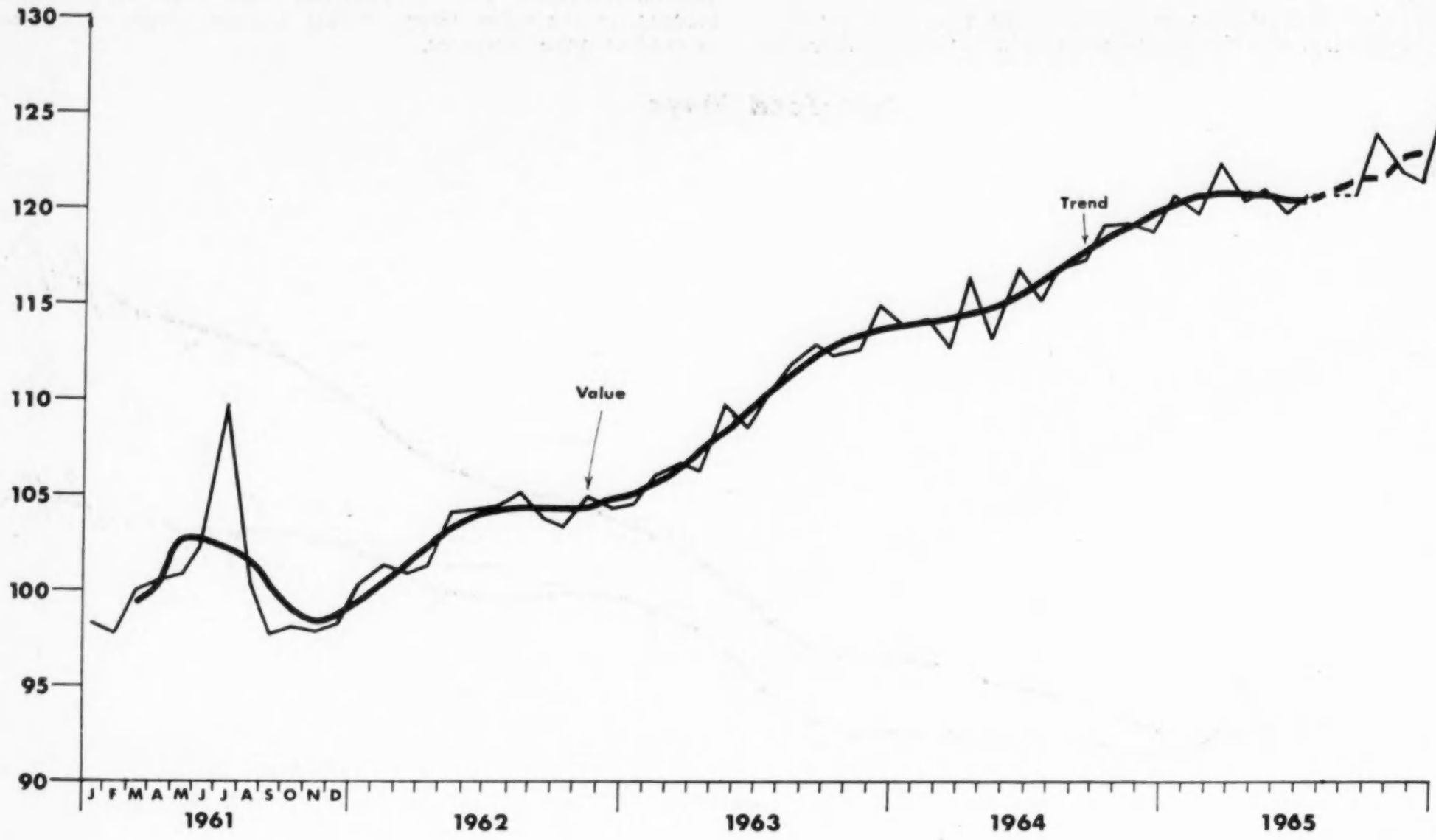
Non-Food Shops



Clothing & Footwear Shops



Durable Goods Shops



Other Non-Food Shops

Note: Separate seasonally adjusted indices of retail sales for the months of July, August and September 1965 have not been published because of the shift in the date of the August Bank Holiday, and the average figures for the third quarter as a whole are continued on the line showing actual movements by a series of dashes.

Hire purchase and other instalment credit business in February

CREDIT ADVANCED by finance houses in February was slightly higher than in January but, after making allowance for normal seasonal factors, it would seem that the level of business in February was not much different from that in January. Credit sales of durable goods shops, however, appeared on a seasonally adjusted basis to have fallen away from the levels reached in previous months. It will be recalled that there were increases on February 8 in the statutory minimum deposits affecting most durable goods but not cars and reductions in the statutory maximum repayment periods affecting cars as well as most other durable goods.

Debt owed to finance houses and durable goods retailers did not change much in the month.

Finance houses

Credit advanced by finance houses in February for all goods was a little higher than in January but slightly less than in February 1965. The amount advanced for new cars was lower than in January which was unusual since, in each year since 1961, there has been an increase between these two months in new car business. This change round in 1966 may reflect a return to more normal levels of demand after the unusually high level of car business in January and the reduction of the maximum repayment period of 30 to 27 months on February 8. New credit advanced for secondhand cars was 2 per cent below its level in February 1965, a reduction in line with those at the end of 1965, whereas new credit in January had shown a rise of 15 per cent as compared with January 1966.

The instalment debt owed directly to finance houses showed a small rise over the month.

Durable goods shops

Hire purchase and other instalment credit sales of durable goods shops in February were 6 per cent below their level in February 1965, a decrease much in line with those at the end of last year. By contrast credit sales in January had been just above their January 1965 level. Furniture shops showed a small increase in their credit sales as compared with February 1965 (a rise of 2 per cent) but the other durable goods shops had a decrease of 11 per cent. Debt owed to durable goods shops fell slightly in the month.

Other instalment credit retailers

All the kinds of business included showed a decrease in their credit sales as compared with sales in February 1965 with the exception of general mail-order houses whose business continued to expand.

Table 2—Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: By Shops (a)	New Credit Extended: By Finance Houses	New Credit Extended: Total	Repayments	Change in Debt: Unadjusted	Change in Debt: Seasonally adjusted
1961	248	574	822	833	— 11	
1962	271	490	761	608	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1965	311	727	1,038	957	+ 81	
1962 1st Qtr.	56	117	173	219	—46	—35
2nd Qtr.	62	140	202	203	— 1	—16
3rd Qtr.	70	128	198	194	+ 4	+ 1
4th Qtr.	83	105	188	192	— 4	+ 3
1963 1st Qtr.	60	115	175	186	—11	+ 2
2nd Qtr.	68	160	228	196	+32	+17
3rd Qtr.	77	148	225	199	+26	+22
4th Qtr.	90	135	225	200	+25	+31
1964 1st Qtr.	*74	166	240	212	+28	+45
2nd Qtr.	69	204	273	218	+55	+36
3rd Qtr.	75	181	256	214	+42	+41
4th Qtr.	96	160	256	225	+31	+34
1965 1st Qtr.	71	185	256	232	+24	+44
2nd Qtr.	72	220	292	238	+54	+30
3rd Qtr.	74	176	250	240	+10	+ 8
4th Qtr.	94	146	240	247	— 7	— 1

* Fourteen weeks.
(a) Durable goods shops and department stores; not including other instalment credit retailers

Table 1—Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1964	313	312	311	309	310	309	310	311	312	314	321	330
	1965	328	328	325	321	323	321	320	318	319	319	322	329
	1966	327	324										
Department stores	1964	29	29	28	27	27	27	27	27	28	28	29	31
	1965	30	29	29	29	29	29	29	29	29	29	29	31
	1966	31	30										
Finance houses	1964	618	631	648	668	688	706	722	733	744	752	759	754
	1965	755	766	785	807	826	843	856	861	855	851	848	836
	1966	836	839										
Total of above	1964	960	972	987	1,004	1,025	1,042	1,059	1,071	1,084	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193										

Table 1a—Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1964	..	..	..	..	..	..	..	..	..	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193										
Other instalment credit retailers*	1964	..	..	..	..	..	..	..	..	..	145	152	165
	1965	159	151	149	150	151	150	149	150	154	160	172	190
	1966	180	174										
Grand Total	1964	..	..	..	..	..	..	..	..	..	1,239	1,261	1,280
	1965	1,272	1,274	1,288	1,307	1,329	1,348	1,354	1,358	1,357	1,359	1,371	1,386
	1966	1,374	1,367										

* Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

Table 3—Retailers: Instalment credit sales of selected kinds of business.
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier.

Average of 1961 = 100

Kind of business	Durable Goods Shops (Total)								Furniture Shops						Other Durable Goods Shops							
(H.P. and other instalment credit sales in 1961 £ million)	Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143) (b)		Radio and electrical, etc., goods shops (c) Total (£82)		Multiples (£37)		Independents (d) (£45)	
1963 Year	114	+ 8	101	+3	124	+13	111	+ 4	102	+2	108	+ 4	97	— 1	125	+15	124	+16	144	+25	107	+ 8
1964 Year	116	+ 2	100	—1	126	+ 2	119	+ 7	107	+4	114	+ 5	100	+ 3	124	— 1	110	—11	123	—15	101	—6
1965 Year	112	— 5	101	Nil	118	— 8	117	— 4	109	+1	110	— 4	108	+ 7	113	—10	96	—15	100	—20	92	—10
1965 1st quarter	106	Nil	98	+5	110	— 4	113	+ 4	97	+5	92	— 3	102	+14	113	— 5	93	—21	93	—33	93	— 7
2nd quarter	104	— 2	90	+1	112	— 5	111	+ 2	101	+4	105	— 1	96	+11	106	— 8	89	—15	97	—18	82	—13
3rd quarter	107	— 5	95	Nil	114	— 7	111	— 6	106	+3	108	— 1	105	+ 7	106	—11	86	—12	91	—14	81	—11
4th quarter	131	— 5	122	Nil	137	— 8	134	— 5	133	—1	136	— 5	130	+ 4	129	— 8	115	— 6	120	— 6	110	— 6
1965 January	107	— 2	108	+7	104	— 8	113	+ 2	103	+8	90	— 8	115	+24	109	— 9	95	—25	90	—37	98	—13
February	104	— 3	92	Nil	111	— 6	107	— 2	96	+4	98	+ 2	94	+ 6	110	— 9	90	—24	89	—37	90	— 8
March (a)	108	+ 4	95	+7	115	+ 1	119	+10	93	+4	88	— 3	98	+12	119	+ 2	94	—14	98	—25	91	Nil
April	105	Nil	94	+4	112	— 2	106	— 4	100	+4	102	— 4	98	+13	109	— 3	93	—15	99	—20	88	— 9
May	108	+ 2	91	Nil	117	+ 3	122	+ 8	101	+6	107	+ 4	95	+ 8	111	— 2	94	—10	104	— 9	85	—12
June (a)	101	— 8	87	Nil	109	—12	107	+ 1	101	+3	106	— 4	96	+11	100	—17	81	—19	90	—22	75	—16
July	107	— 4	97	Nil	113	— 7	116	— 2	110	+4	111	— 2	110	+10	102	—11	83	—17	91	—19	77	—15
August	101	— 6	87	—4	109	— 7	105	— 8	101	+4	105	+ 3	96	+ 4	100	—13	78	—18	84	—19	74	—17
September (a)	111	— 5	100	+3	118	— 8	112	— 8	108	+2	109	— 3	107	+ 6	114	— 9	94	— 3	98	— 5	91	— 2
October	126	— 3	116	+8	133	— 7	128	— 8	123	—2	122	—13	123	+12	130	— 2	109	+ 2	113	+ 3	106	+ 1
November	135	— 1	124	+5	142	— 5	143	— 5	134	+4	137	Nil	131	+ 8	135	— 5	115	— 2	117	— 5	113	+ 1
December (a)	131	—10	125	—9	135	—11	131	— 4	139	—4	146	— 4	134	— 5	123	—15	119	—14	128	—12	112	—16
1966 January	108	+ 1	104	— 4	109	+ 4	117	+ 4	107	+4	103	+13	110	— 4	107	— 1	97	+ 3	100	+11	95	— 3
February	98	— 6	90	— 2	103	— 8	100	— 7	98	+2	104	+ 6	91	— 3	97	—11	87	— 3	86	— 4	88	— 2

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Other selected kinds of business: Department Stores (£54)		Other General Stores (e) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)		Total of Selected Kinds of Business (f) (£673)	
1963 Year	105	..	..	..	..	..	..	..	..	..
1964 Year	109	..	..	..	..	..	..	..	..	..
1965 Year	104		133		165		95		128	
1965 1st quarter	87	..	108	..	140	..	71	..	113	..
2nd quarter	96	..	118	..	154	..	90	..	119	..
3rd quarter	98	..	117	..	148	..	87	..	118	..
4th quarter	135	..	189		219		132		164	
1965 January	91	..	109	..	99	..	63	..	100	..
February	83	..	103	..	135	..	68	..	109	..
March (a)	88	..	113	..	177	..	80	..	126	..
April	100	..	115	..	142	..	89	..	116	..
May	99	— 1	120	..	170	..	97	..	126	..
June (a)	91	Nil	118	..	150	..	86	..	116	..
July	111	+ 1	114	..	139	..	91	..	117	..
August	83	—10	105	..	130	..	81	..	107	..
September (a)	100	— 5	128	..	169	..	88	..	128	..
October	110	—11	144	— 3	204	+16	86	—5	148	+4
November	133	— 3	184	+ 7	243	+22	122	Nil	172	+9
December (a)	156	+ 3	228	+18	212	+ 4	177	+2	170	Nil
1966 January	120	+32	92	—16	115	+16	62	—1	106	+6
February	82	— 2	92	—10	160	+19	62	—9	112	+3

(a) Average of five weeks. (b) Comprises electricity and gas showrooms, radio and electrical shops (including radio or television hire shops).
(c) Excluding electricity and gas showrooms. (d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers. (f) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments).

Finance houses: new instalment credit extended

Table 4—Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier.

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles – new and used (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1963 Year	134	+38	94	+10	80	+ 3	61	— 2	100	+ 8	87	+13	102	+12	97	+ 9	96	+10	97	+14
1964 Year	171	+28	127	+35	96	+21	69	+14	112	+12	105	+21	151	+49	96	— 1	129	+34	124	+27
1965 Year	172	+ 1	136	+ 7	91	— 5	59	—14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1965 1st quarter	192	+16	134	+21	97	+ 2	53	— 1	94	+ 8	76	—16	179	+32	74	—31	146	+12	129	+11
2nd quarter	227	+11	169	+13	107	— 3	83	— 2	163	+21	94	—13	198	+20	70	—29	168	+29	154	+ 8
3rd quarter	158	— 8	135	— 2	81	—10	61	—27	144	+ 9	139	+20	171	+15	63	—25	152	+32	122	— 3
4th quarter	112	—21	106	— 4	80	—10	41	—27	92	NIL	102	— 5	155	— 1	74	—21	158	+14	102	— 9
1965 January	155	+ 7	98	+ 4	88	— 4	38	— 6	60	— 9	76	—22	144	+10	77	—37	141	+ 5	104	— 2
February	182	+15	135	+20	91	+ 1	52	— 9	90	+ 7	75	— 2	175	+26	67	—31	139	+12	125	+11
March	240	+23	170	+35	113	+ 9	68	+11	133	+18	76	—20	217	+60	78	—23	159	+21	157	+23
April	232	+11	179	+19	112	— 1	85	+13	155	+12	88	—27	176	+ 5	75	—27	162	+14	157	+ 8
May	224	+12	172	+15	112	+ 3	88	+ 1	164	+26	91	+ 4	205	+22	72	—28	178	+43	157	+11
June	224	+10	156	+ 4	97	— 9	76	—16	171	+24	103	—11	213	+34	63	—34	164	+32	147	+ 5
July	208	+ 3	154	+ 2	91	— 9	66	—24	153	+ 7	152	+31	191	+11	64	—24	157	+40	141	+ 1
August	142	— 9	128	— 4	75	— 7	61	—28	144	+ 9	153	+23	169	+24	61	—24	157	+46	116	— 2
September	125	—22	123	— 5	78	—13	55	—28	135	+12	112	+ 3	154	+10	65	—27	143	+14	110	— 9
October	127	—22	116	— 7	83	—13	54	—26	114	+ 1	109	—13	161	— 5	72	—21	157	+12	110	—11
November	122	—22	108	— 3	85	—12	43	—22	92	+11	110	+ 1	159	— 5	72	—19	155	+20	105	— 9
December	86	—17	93	— 2	73	— 4	27	—35	70	—13	86	— 1	146	+ 9	79	—21	163	+ 9	91	— 6
1966 January	169	+ 9	113	+15	96	+ 9	35	— 6	74	+25	80	+ 6	175	+21	76	— 1	170	+20	117	+12
February	162	—11	133	— 2	95	+ 4	48	— 8	102	+13	93	+24	171	— 2	64	— 5	154	+11	122	— 2

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Retailers' stocks in February

Stocks held by retailers at the end of January were 7 per cent higher than a year earlier, the same increase as in January and at the end of 1965. In volume terms, retailers' stocks were 5 per cent higher in February than the corresponding period last year, the same increase as at the end of 1965, and compared with an increase of 6 per cent in January.

Estimate of changes in total retail stocks

(At cost at end of month). Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960. . .	94	99	102	103	105	104	99	98	102	109	113	100
1961. . .	98	102	107	109	110	111	108	107	110	117	122	106
1962. . .	103	106	112	113	116	112	110	110	112	121	127	111
1963. . .	106	109	116	117	119	116	113	113	114	125	134	117
1964. . .	115	117	123	125	125	124	118	122	125	133	143	126
1965. . .	121	124	133	134	136	133	129	133	134	142	152	134
1966. . .	130	132										
1961. . .	+5	+4	+4	+5	+5	+6	+8	+9	+7	+7	+8	+6
1962. . .	+5	+3	+5	+4	+5	+1	+3	+3	+2	+4	+5	+4
1963. . .	+3	+3	+4	+3	+3	+3	+2	+3	+2	+4	+5	+6
1964. . .	+9	+7	+5	+7	+5	+7	+4	+9	+9	+6	+6	+8
1965. . .	+5	+6	+9	+8	+9	+8	+9	+8	+8	+7	+7	+7
1966. . .	+7	+7										
(b) At constant (Dec. 1960) prices												
1960. . .	95	100	103	105	106	105	100	99	102	109	113	100
1961. . .	98	102	106	107	109	109	106	104	107	113	118	103
1962. . .	100	102	108	109	110	107	105	104	106	114	120	104
1963. . .	100	103	110	110	112	110	107	106	108	118	126	110
1964. . .	108	109	114	116	115	114	109	113	115	122	130	115
1965. . .	110	112	121	121	123	120	116	120	120	128	137	120
1966. . .	116	118										
1961. . .	+3	+2	+2	+3	+2	+4	+6	+6	+4	+4	+4	+3
1962. . .	+1	Nil	+2	+2	+2	—2	—2	—1	—1	+1	+2	+1
1963. . .	+1	+1	+1	+1	+1	+3	+2	+3	+2	+3	+5	+5
1964. . .	+8	+6	+4	+5	+3	+4	+2	+6	+6	+4	+3	+4
1965. . .	+2	+3	+6	+5	+7	+5	+7	+6	+5	+4	+5	+5
1966. . .	+6	+5										

(A description of the basis and construction of the retail sales estimates, which also applies to this series, was given in the *Board of Trade Journal* of February 12, 1965).

Prevention of Fraud (Investments) Act, 1958

Dealers in securities

THE FOLLOWING changes have taken place during March in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Licensed dealers

Additions:

J. F. Nash & Partners Limited, Parkstile Chambers, Market Street, Kettering.

Exempted dealers

Additions:

Ocean Trust Company, Sir Edward Beddington-Behrens, 99A Park Lane, London, W.1.

Deletions:

Ocean Trust Company Limited, 991 Park Lane, London, W.1.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from The Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice No.	
49	Temporary importations: International Co-operation.
77E	Purchase Tax – Exports.
106	Temporary Exportation of Commercial Samples.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Reimported goods: relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.
299	ATA Carnets for temporarily imported goods.
427	Declaration of value on Customs export documents.
SN6	Notice to Passengers (Exchange Control and Export Licensing).
Exchange Control	Notice to Exporters. Revised Supplementary Notice to Exporters. Rhodesia. (Issued by HM Treasury – also obtainable from any bank.)
Drawback	
7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
131	Sugar Act, 1956. Sugar Surcharge Repayments and Distribution Repayments in respect of British Manufactured Composite Goods. Procedure to be followed on a change in rate of Surcharge or Distribution Payment.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
172	Drawback on hydrocarbon oils.
218	Drawback on certain imported goods exported without change of state.
219	Drawback on certain exported goods manufactured from imported materials on which duty has been paid.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
251	Remission or repayment of the Temporary Charge on Imports.
278	Drawback on tea, sugar, invert sugar, liquid glucose, cocoa, cocoa butter, coffee and composite goods, chargeable with duty under the Import Duties Act, 1958.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
430	Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
430A	Supplementary Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
432	Sugar Act, 1956. Surcharge, Distribution Payments and Corresponding Repayments.
Export Rebates	
435	Schedule of Rates.
436	General outline of scheme and procedure for claiming.
437	Ships and Aircraft.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

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HMSO

Exhibitions and Fairs

International Motor Show at Geneva

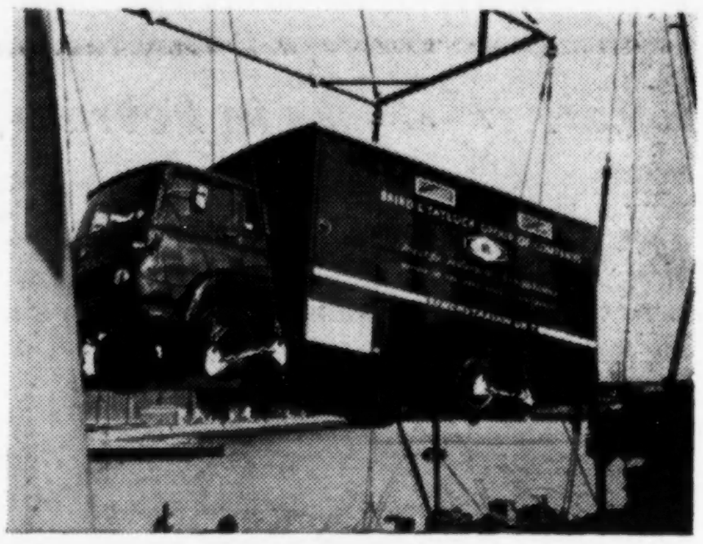
THE 36TH INTERNATIONAL Motor Show took place in Geneva this year from March 10-20. With the return of a Heavy Vehicles Section the space available was seen to be inadequate and there is talk of extending the exhibition area next year.

As far as British participation is concerned, we were represented by a total of 22 makes of cars out of 75 represented at the show. The number of different British models on display at the show was 110. The United States was second with 14 makes represented, and Italy third with 11.

Following last year's pattern, the stands were simple and workmanlike with few 'gimmicks'. This favoured the British exhibitors who showed up better in a business-like atmosphere. The pattern probably reflects the greater technical knowledge of the visiting public who examined eagerly the working models of cut-away engine blocks, etc., and seemed to know what it was all about. The star attraction of the show was undoubtedly the 'James Bond' Aston Martin. This was the actual model used in the 'Goldfinger' film, complete with built-in machine guns, wheel scythes, etc. The eager questing hands of the public succeeded over the period of the show in doing far more damage to the car than ever Mr. Goldfinger managed to do to it.

The British vehicle accessory manufacturers were also well represented on the second floor of the exhibition, and although there is not so much public interest in this type of product, nevertheless, the accessory manufacturers obviously find the show a valuable occasion for meeting their technical customers in the trade.

The Swiss purchased 27,368 British motor vehicles during the past year as against 25,577 in 1964, which represents an increase for 1965 over 1964 of approximately 15 million Swiss francs (£1,250,000 approximately).



Seen above is the demonstration unit of Baird and Tatlock (London) Ltd. being loaded on board the m.v. 'Pollux' at the London Docks en route to the 'Hospital of Tomorrow' exhibition at Helsinki.

British Week in Toronto

THE BRITISH WEEK in Toronto is to be held from October 12 to 21, 1967, not from October 9 as stated on page 707 of last week's *Board of Trade Journal.*

Second Export Services Exhibition to be held in October

THE SECOND Export Services Exhibition is to be held at the Empire Hall, Olympia, from October 10 to 14. The organizers, Mack-Brooks Exhibitions Ltd., say that the first Export Services Exhibition last year attracted 12,000 visitors who were active in the field of exports.

Inquiries should be made to Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, W.C.1.

Oil and Colour exhibition– 'a great success'

OVER 11,500 visitors from 26 countries visited the Eighteenth Technical Exhibition of the Oil and Colour Chemists' Association which took place on March 14, 15, 16, 17 and 18. The organizers say this was the largest exhibition yet held by the association – the 25,000 sq. ft. of stand space being allocated to companies and research associations from the United Kingdom and nine overseas countries.

'TRADE FAIRS HELP EXPORTS'— BOOKLET

A new edition – the sixth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purpose of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British Exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade regional office or from Home Policy and Executive Section, Information Division, Board of Trade, 1 Victoria Street, London, S.W.1. Tel. Abbey 7877, Ext. 2636. (Ref. ID 5101/G).

A mannequin show on the combined stand of Associated Fashion Designers at the Dusseldorf IGEDO. A report on this exhibition appeared in last week's Board of Trade Journal.

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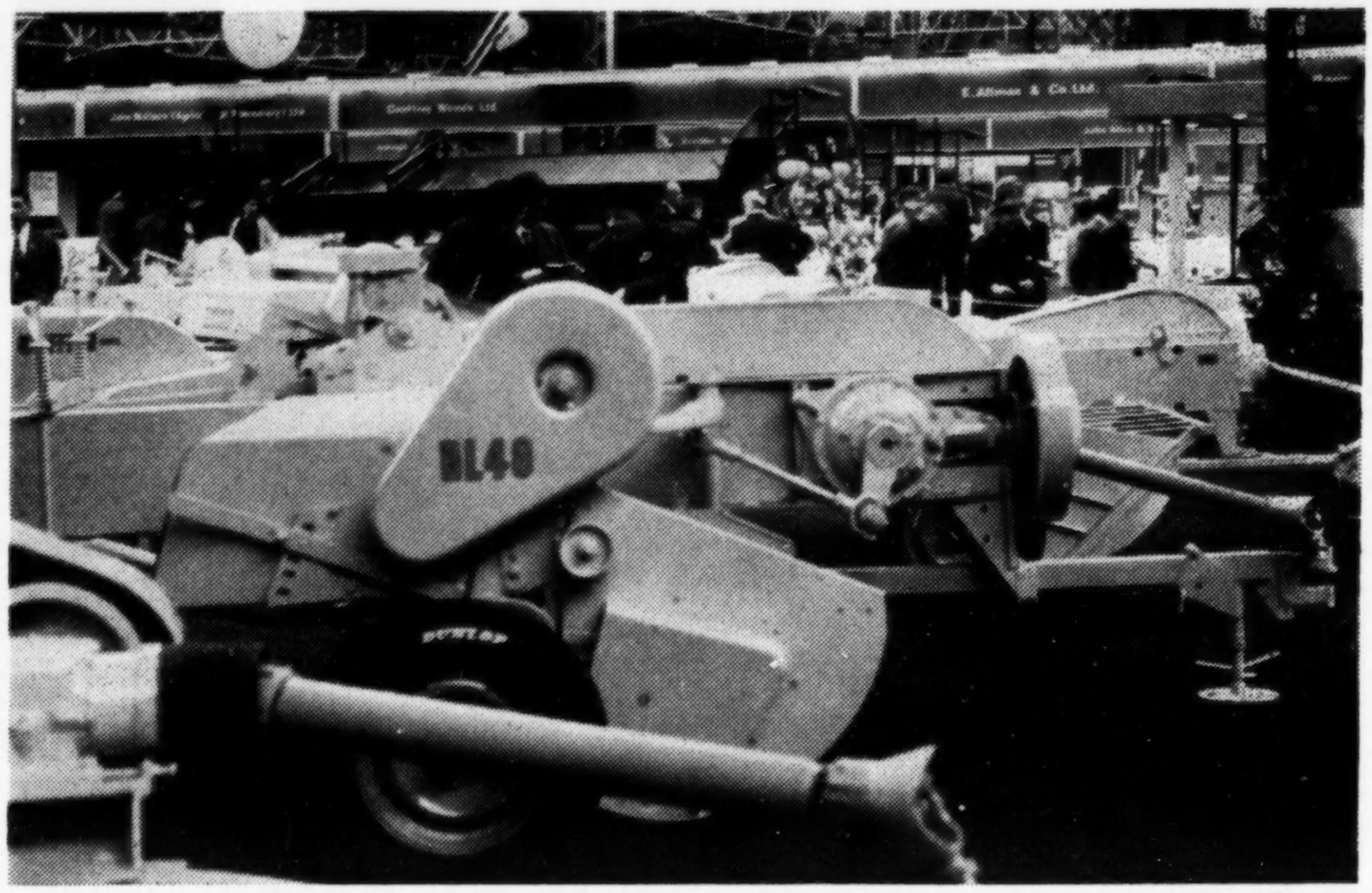


Left: *Sir Patrick Reilly* (*second from left*), *British Ambassador in Paris, visiting the Colman stand at the International Agricultural Machinery Exhibition in Paris*
Right: *A view of the Joint Venture stand at the exhibition where* 16 *British manufacturers participated in a display with Board of Trade assistance.*

Greater sales of equipment at Paris farm machinery show

NOW IN ITS 37th year, the International Agricultural Machinery Exhibition was held at the Porte de Versailles from March 8-13, within the framework of the Agricultural Week.

No less than 2,200 makes of agricultural tractors and machines, of which 1,400 were French, were exhibited on 180,000 sq. metres of stand space. More than 10,000 machines were on show, and trade attendance was estimated at 600,000, of which 50,000 were foreign buyers. The total number of British makes, including 16 firms on the Board of Trade Joint Venture stand, was 121, and was only surpassed by France (1,455 makes) and Germany (222). Registrations of new exhibitors since last year numbered 114.

As far as the French market is concerned the Exhibition opened against a background of declining internal sales of machines and tractors in 1965 compared with the previous year. This is not reflected in the overall import figure, however, which improved by 6.4 per cent.

The agricultural economic climate has improved since the beginning of the year and the representatives visited on various stands reported satisfaction with the number of inquiries received and were confident that 1966 would produce better results. Statistics show that sales of the following equipment have been increasing: combine harvesters, pick-up balers, mounted fertilizer distributors, chemical spraying equipment, various types of loaders, hay-making machinery and motor cultivators.

On the British stands an importer of pick-up balers reported notably increased overall sales, particularly of medium density models. Low-density model sales were down. Among the tractors the new Nuffield 'Mini' was the centre of attraction, which is interesting since there is a trend towards high-powered models at the other end of the scale. The recently introduced David Brown range and the new Ford and Massey-Ferguson tractors which made their debut last year were also popular, and the manufacturers were pleased with business obtained at the Exhibition. A manufacturer of rotary tilling equipment similarly reported sales to be double those of last year, and another United Kingdom firm gave an encouraging account of sales of dairy and ancillary equipment and interest in a new slurry disposal unit.

Most of the 16 British firms on the stands sponsored by the Board of Trade were very satisfied with the arrangements made on their behalf and with the interest shown in their equipment. A number were able to conclude distribution arrangements, and those with existing agents were able to pass on inquiries from potential customers. The publicity resulting from the venture was also appreciated.

As it heralds the beginning of the sales year for French agricultural machinery, the confident mood of the members of the trade deriving from their experience at the Exhibition augurs well for 1966.

Statistics on Incomes,

Prices, Employment and Production

Issues of this bulletin appear at regular intervals and give factual and up-to-date information on wage rates, earnings, hours of work and other conditions of employment, manpower, prices, production, profits and other relevant subjects. Part of the information included has not previously been published.

15s. *per issue* (*by post 15s. 10d.*)

'The booklet does collate a lot of interesting information . . .' The Economist.

HMSO

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Morocco and Bulgaria

THE MOROCCAN *Bulletin Officiel* of February 23 announced the signing on December 28, 1965, of an additional protocol to the trade agreement of 1961 between Morocco and Bulgaria. It is valid for one year from August 1, 1965.

Moroccan exports to Bulgaria will include citrus fruits, phosphates, dried fruits, olive oil, mineral ores, cotton goods, vehicles, cork and vegetables. Bulgarian exports to Morocco in return will include agricultural and wood-working machinery, steel products, animals for breeding, sunflower oil, chemical products and textiles.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449/50).

Morocco and the Federal Republic of Germany

THE MOROCCAN *Bulletin Officiel* of February 23 announced the renewal, for a further year from January 1, 1966, of the protocol to the trade agreement of 1961 between Morocco and the Federal Republic of Germany. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449/50).

Morocco and Norway

THE Moroccan *Bulletin Officiel* of February 23, announced the renewal, for a further year from January 1, 1966, of the trade agreement of 1958 between Morocco and Norway. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-81), quoting reference CRE 7942/G.

Morocco and Japan

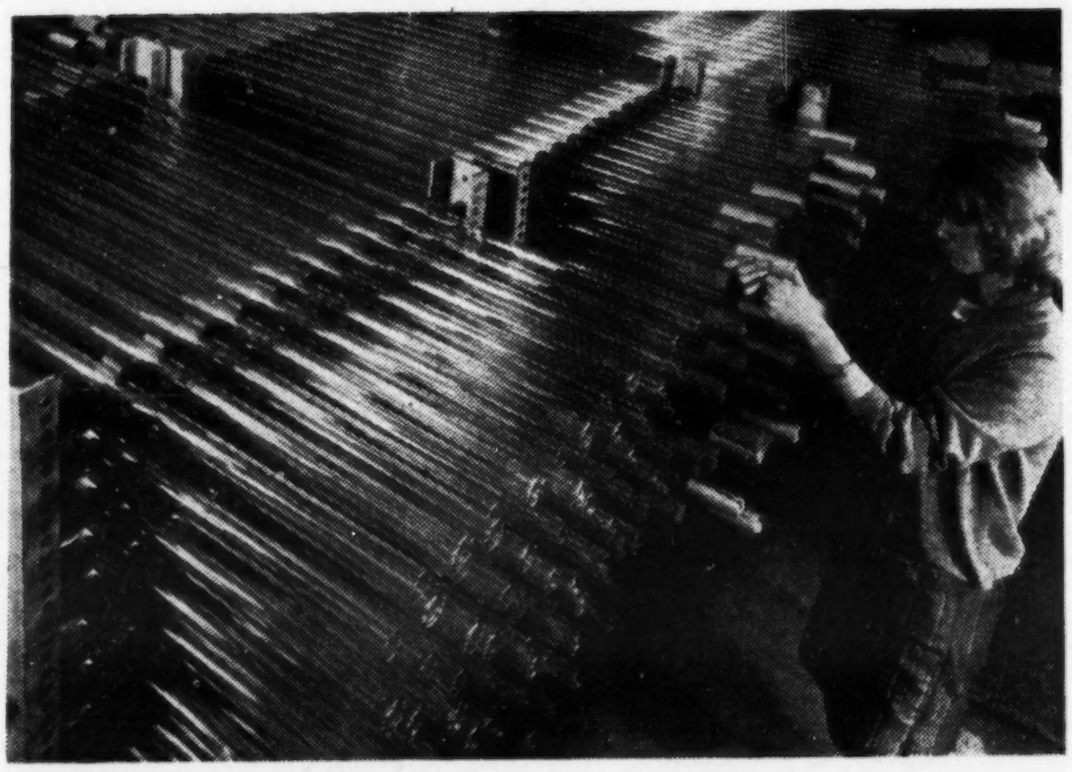
THE Moroccan *Bulletin Officiel* of February 23, announced the renewal, for a further year from December 24, 1965, of the trade agreement of 1961 between Morocco and Japan. Quotas under the agreement are unchanged from the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 459 or 461) quoting reference CRE 8302/G.

India and the USSR

INDIA AND RUSSIA entered into a five-year trade agreement on January 7, 1966, which aims at doubling the existing volume of trade between the two countries by 1970. Commodities to be exported from India to Russia include machine tools, paints, plastic products, clothing and jute manufactures. Included among commodities for export from Russia to India are machinery, spare parts, components and essential raw materials for Indian industries.

Any further information may be obtained from the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2277).



In order to fulfil the largest export order ever received in Britain for glass pipeline for boiler air pre-heaters, James A. Jobling & Co. Ltd. are despatching by road from Sunderland in the first week of April 33,500 tubes – a total length of 42 miles. Each tube is 1¼ in. in diameter and is cut to a length of 6 ft. 5¼ in. The glass pipeline, of borosilicate (heat-resisting) type, is destined to replace steel tubing in the electricity power station at Dunkirk. The order was secured by QVF Ltd., chemical engineers in glass, of Stoke-on-Trent, a company in the Jobling Group.

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

Hints to businessmen visiting Algeria

A REVISED edition of the booklet on Algeria has been published in the 'Hints to Business Men' series. British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

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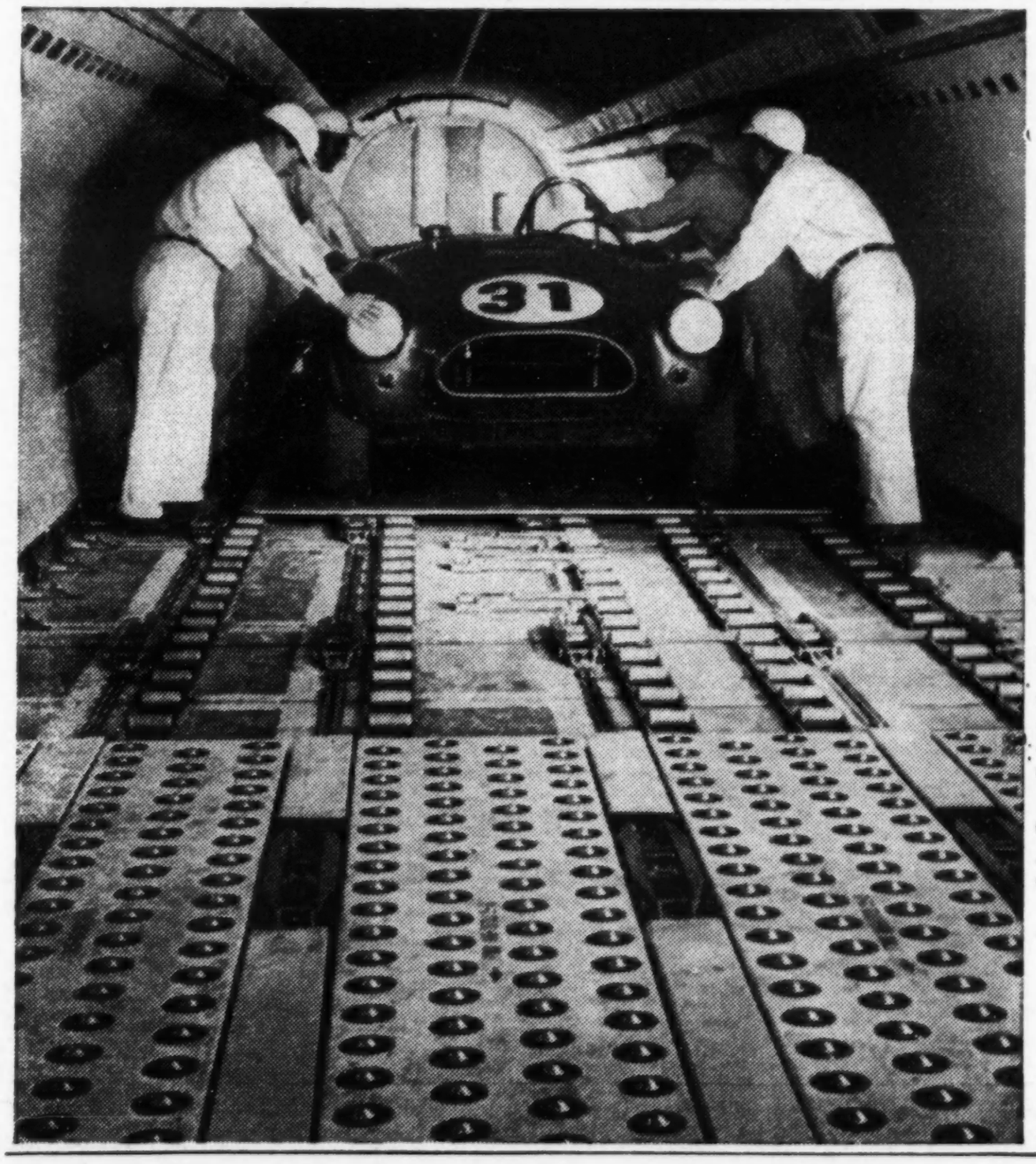

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ARGENTINA

(64/66) Railway Electrification for Argentine Railways. (Further Information.) Closing date postponed to April 20. E.S.B. 2830/66.

AUSTRALIA

(65/66) Ash Handling Plant for Capricornia Regional Electricity Board. April 27. E.S.B. 12782/66.
(65/66) Machine Tools and Associated Process Equipment for The Chrysler Corporation. June 1. (Private Tender.) E.S.B. 13149/66.
(65/66) Pumps for Electricity Trust of South Australia. May 19. E.S.B. 13118/66.
Northern Electric Authority of Queensland:
(65/66) Diverters. May 11. E.S.B. 12794/66.
(65/66) Circuit Breakers. May 11. E.S.B. 12793/66.
(65/66) Lamps and Fittings for Postmaster General's Department. April 28. E.S.B. 12746/66.*

BURMA

Myanma Export Import Corporation:
(61/66) Steel Tubing. April 21. E.S.B. 12259/66.*
(61/66) Vehicles. April 20. E.S.B. 12506/66.*
(61/66) Vehicles. April 20. E.S.B. 12507/66.*
(61/66) Generators. April 23. E.S.B. 12253/66.*
(61/66) Hand Tools and Instruments. April 23. E.S.B. 12255/66.*
(61/66) Electrical Meters and Instruments. April 23. E.S.B. 12254/66.*
(61/66) Carriage and Wagon Components. May 11. E.S.B. 12252/66.*
(63/66) Wheels and Axles. May 11. E.S.B. 12271/66.*
(63/66) Parts for Storage Tank. April 30. E.S.B. 12274/66.*
(63/66) Spare Parts for Pumping Equipment. April 30. E.S.B. 12289/66.*
(63/66) Railway Carriage Components and Fittings. May 11. E.S.B. 12509/66.*
(63/66) Hand Tools. April 30. E.S.B. 12275/66.*
(63/66) Filter Spare Parts. April 20. E.S.B. 12280/66.*
People's Oil Industry:
(63/66) Wire Strippers. April 20. E.S.B. 12277/66.*
(63/66) Vehicles. April 20. E.S.B. 12575/66.*
(63/66) Tipper Truck. April 20. E.S.B. 12576/66*.
(63/66) Machinery Spares. April 20. E.S.B. 12279/66.*
Public Works Corporation:
(61/66) Rope. April 22. E.S.B. 12260/66.*
(61/66) Steel. April 28. E.S.B. 12261/66.*
Railway Board:
(61/66) Railway Spares. May 11. E.S.B. 12249/66.*
(63/66) Buffer Springs. April 27. E.S.B. 12272/66.*
(63/66) Expanded Steel Sheets. April 27. E.S.B. 12273/66.*
Trade Corporation:
(63/66) Machinery Spares. April 20. E.S.B. 12278/66.*
(63/66) Bristles. April 30. E.S.B. 12287/66.*
(63/66) Paint and Thinner. April 30. E.S.B. 12288/66.*
(63/66) Shoe – Buckles. April 30. E.S.B. 12517/66.*

CANADA

(65/66) Transformers for Manitoba Hydro Engineering Division. April 29. E.S.B. 12743/66.

CEYLON

Department of Health:
(66/66) Water Supply Scheme. April 26. E.S.B. 13111/66.
(66/66) Drainage Scheme. April 26. E.S.B. 13112/66.
(66/66) Bed Covers for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 11026/66.*
Ministry of Home Affairs:
(61/66) Textile Machinery Accessories: Chemicals. April 29. E.S.B. 12206/66.*
(61/66) Rayon Yarn. April 21. E.S.B. 12205/66.*
(63/66) Fittings and Materials for Furniture and Fishing Boats for National Small Industries Corporation. (Further Information.) Tender documents now available. E.S.B. 12207/66.*

UNITED ARAB REPUBLIC (EGYPT)

(66/66) Furnace for Egyptian Cast Iron Products Co. April 25. E.S.B. 13132/66.*

ETHIOPIA

(64/66) Steel Rail for Franco-Ethiopian Railways. Not known. (Advance Information.) E.S.B. 12589/66.

FORMOSA

Central Trust of China:
(61/66) Heater Elements. April 23. E.S.B. 11762/66.*
(65/66) Valves. April 27. E.S.B. 12774/66.*
(66/66) Flame Planer. April 26. E.S.B. 12778/66.*
(66/66) Chemical Plant Accessories. April 22. E.S.B. 12779/66.*
(66/66) Wood Chip Screen Feeder and Refiner. April 23. E.S.B. 12775/66.*
(66/66) Welding Machine Positioner. April 25. E.S.B. 12777/66.*
(66/66) Welders. April 27. E.S.B. 12781/66.*
(66/66) Diesel Generator. May 3. E.S.B. 13121/66.*
(66/66) Scales. April 29. E.S.B. 13122/66.*
(66/66) Steel Pipe. April 28. E.S.B. 13127/66.*
(66/66) Steel Pipe. April 29. E.S.B. 13131/66.*
(66/66) Valves and Accessories. April 22. E.S.B. 12780/66.*
(66/66) Oil Filters. April 29. E.S.B. 13120/66.*
(66/66) Cloud and Pour Unit. April 27. E.S.B. 13128/66.*

FRANCE

(64/66) HF Radio Station for SHAPE, Paris. May 17. E.S.B. 12569/66.*

GREECE

Hellenic State Railways:
(65/66) Permanent Way Equipment. April 29. E.S.B. 12766/66.*
(65/66) Communications Equipment. April 22. E.S.B. 12755/66.*
(65/66) Lead. April 26. E.S.B. 12767/66.*
(65/66) X-ray Film Processing for Institute of Social Insurance. April 22. E.S.B. 12751/66.*
Ministry of Trade:
(64/66) Insecticides. April 26. E.S.B. 12555/66.*
(65/66) Photometric Unit. April 25. E.S.B. 12765/66.*

INDIA

Atomic Energy Establishment:
(65/66) Aluminium Conductor. April 20. E.S.B. 12581/66.
(65/66) Copper Strips. May 5. E.S.B. 12573/66.
(65/66) Distribution Boards. April 20. E.S.B. 12583/66.
(65/66) Furnace. May 3. E.S.B. 12584/66.
(64/66) Mercury Vapour Lamps for Beas Purchase Organization. May 25. E.S.B. 12586/66.*
(64/66) Rectifier Station for Bharat Heavy Electricals Ltd. (Further Information.) Closing date postponed to April 25. E.S.B. 8524/66.*
Director General of Supplies and Disposals:
(61/66) Wear Testing Machine. April 28. E.S.B. 12258/66.
(61/66) Sand Screen Aerator and Mixer. April 21. E.S.B. 12257/66.*
(61/66) Crucibles. April 26. E.S.B. 12256/66.*
(65/66) Printing Machines. April 29. E.S.B. 12768/66.*
Gujarat Electricity Board:
(63/66) Thermometers and Thermo-couples. April 22. E.S.B. 12552/66.
(63/66) Conductors. May 18. E.S.B. 12553/66.
(63/66) Miscellaneous Equipment for Hindustan Insecticides Ltd. May 4. E.S.B. 12507/66.
(65/66) Concrete Batching Plant for Hindustan Steelworks Construction Ltd. April 20. E.S.B. 12771/66.
(61/66) Tor-Zetol for Indian Drugs and Pharmaceuticals Ltd. April 21. E.S.B. 11764/66.*
(64/66) Power Line Carrier Equipment for Koyna Hydro Electric Project. (Further Information.) Closing date postponed to May 3. Tender documents can now be obtained till April 26. E.S.B. 4608/66.*
(61/66) Transformers for Madras State Electricity Board. June 3. E.S.B. 11750/66.
(64/66) Coal Crusher for National Coal Development Corporation Ltd. April 26. E.S.B. 12587/66.*
(61/66) Capacitors for Rajasthan State Electricity Board (Further Information) Closing date has been postponed to April 26. E.S.B. 46678/65.
(64/66) Rolling Stock Conversion for Southern Railway. June 16. E.S.B. 12588/66.

IRAN

(65/66) Glues and Adhesives for Iranian Tobacco Monopoly. June 8. E.S.B. 12742/66.*
(66/66) Railway Track Tricycles for State Railways. June 8. E.S.B. 12800/66.*

IRAQ

(64/66) Garbage Disposal Project for Baghdad Municipality. (Further Information.) E.S.B. 3346/64.*
(65/66) Bottles for Iraq Brewery Company. Closing date not known. E.S.B. 12738/66.
Ministry of Defence:
(64/66) Raincoats. (Further Information.) Specifications now available. E.S.B. 11577/66.*
(64/66) Surveying Equipment. May 3. E.S.B. 12530/66.*
(64/66) Vehicle Spare Parts. May 3. E.S.B. 12531/66.*
(65/66) Generators. (Further Information). Tender documents now available. E.S.B. 11576/66.*
(66/66) Khaki Material, May 14. E.S.B. 12797/66.
(65/66) X-ray Films and Developing Materials for Ministry of Health. (Further Information.) Tender documents now available. E.S.B. 10174/66.*
(64/66) Power Supply Projects for Ministry of Industry. July 5. E.S.B. 12739/66.
Ministry of Municipal and Rural Affairs:
(65/66) Casing Pipes. (Further Information.) Tender documents are now available. E.S.B. 10482/66.*
(65/66) Battery Manufacturing Plant. (Further Information.) Closing date postponed to May 10. E.S.B. 44577/65.*

IRISH REPUBLIC

(65/66) Construction of Railway Bridge for Chief Engineer, Bord Na Mona. May 3. E.S.B. 12745/66.

ITALY

(63/66) Multiplexer for NATO, La Spezia. May 15. E.S.B. 12529/66.*

KENYA

(66/66) Telephone Instruments for East African Posts and Telecommunications Administration. (Further Information.) E.S.B. 11062/66.
Ministry of Works, Communications & Power:
(66/66) Sandbags. April 22. E.S.B. 12785/66.
(66/66) Khaki Drill. April 22. E.S.B. 12784/66.

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KOREA

(64/66) Mining Equipment for Office of Supply. April 27. E.S.B. 12568/66.*

KUWAIT

(61/66) Street Lighting for Ministry of Electricity and Water. (Advance Information.) E.S.B. 11985/66.

MALAYSIA

(65/66) Boilers and Ancillary Plant for National Electricity Board. (Further Information.) A brief description of the work has now been received. E.S.B. 11522/66.

NEW ZEALAND

(61/66) Auto-Transformers for Auckland Electric Power Board. May 6. E.S.B. 12248/66.*

General Post Office:

(66/66) Switches. April 27. E.S.B. 12787/66.*

(65/66) Activated Charcoal. April 29. E.S.B. 12759/66.*

(65/66) Blower Units. April 28. E.S.B. 12758/66.*

(66/66) Cotton Duck. April 28. E.S.B. 12788/66.*

Ministry of Works:

(65/66) Textiles. April 28. E.S.B. 12757/66.*

(66/66) Cotton Gaberdine. May 2. E.S.B. 12756/66.*

New Zealand Ltd.:

(61/66) Cranes. (Further Information.) Closing date now been fixed as May 9. E.S.B. 10156/66.

(65/66) Casting Machine (Pre-Qualification). Closing date not yet known. E.S.B. 12750/66.

(61/66) Surgical Dressings and Appliances for Wellington Hospital Board. May 23. E.S.B. 12262/66.*

NIGERIA

Electricity Corporation of Nigeria:

(63/66) Transformers. April 22. E.S.B. 12265/66.

(65/66) Transformer. April 29. E.S.. 12769/66.

PAKISTAN

(64/66) Buses for Department of Investment, Promotion and Supplies. April 26. E.S.B. 12556/66.*

SINGAPORE

(66/66) Chemicals for Ministry of Health. April 22. E.S.B. 12783/66.*

(63/66) Cables for Public Utilities Board. April 19. E.S.B. 12231/66.

SOUTH AFRICA

Cape Provincial Tender Board:

(65/66) Needles and Cottons. April 29. E.S.B. 12716/66.*

(65/66) Drying Ovens. April 29. E.S.B. 12717/66.*

(65/66) Laundry Equipment. April 22. E.S.B. 12718/66.*

(65/66) Vests. April 29. E.S.B. 12715/66.*

(65/66) Boiling Pans. April 29. E.S.B. 12713/66.*

(65/66) Low Pressure Indicators. April 22. E.S.B. 12714/66.*

(63/66) Exercise Books for Natal Provincial Administration. April 20. E.S.B. 12266/66.*

State Tender Board:

(61/66) Medical Apparatus. April 21. E.S.B. 11771/66.*

(63/66) Intercommunication Systems. April 28. E.S.B. 11778/66.*

(63/66) Laboratory Equipment. April 20. E.S.B. 12267/66.*

(63/66) Laboratory Equipment. April 20. E.S.B 12268/66.*

(64/66) Spades. April 25. E.S.B. 12712/66.*

(64/66) Circuit Television. April 22. E.S.B. 12711/66.*

(64/66) Pumps. April 21. E.S.B. 12710/66.*

(64/66) Counter Scales. April 26. E.S.B. 12590/66.

(64/66) Agricultural Equipment. April 22. E.S.B. 12599/66.*

(65/66) Paint Spraying Plant. April 20. E.S.B. 12593/66.*

(65/66) Metal Folding Machine. April 21. E.S.B. 12594/66.*

(65/66) Generating Sets. April 28. E.S.B. 12598/66.*

(65/66) Nibbling Machine. April 21. E.S.B. 12597/66.*

Transvaal Provincial Tender Board:

(63/66) Drawing and Steel Pins. April 29. E.S.B. 12269/66.*

(63/66) X-ray Apparatus. April 29. E.S.B. 12270/66.*

SPAIN

(66/66) Harvesting Machine for Direccion General de Agricultura. May 8. E.S.B. 13105/66.

(66/66) Radioactivity Alarm Equipment for Direccion General de Proteccion Civil. June 6. E.S.B. 12760/66.

Red Nacionale de Los Ferrocarriles Espanoles:

(66/66) Railway Coaches. April 25. E.S.B. 13103/66.*

(66/66) Railway Coaches. April 25. E.S.B. 13104/66.*

SUDAN

Central Electricity and Water Administration:

(61/66) Submersible Pumps. May 28. E.S.B. 12234/66.*

(64/66) Chlorinators. May 12. E.S.B. 12564/66.*

(64/66) Sulphate of Alumina. April 30. E.S.B. 12565/66.*

Sudan Railways:

(63/66) Tyre Heating Plant. May 5. E.S.B. 12534/66.*

(64/66) Lathe. May 2. E.S.B. 12532/66.*

(64/66) Drilling Machine. May 3. E.S.B. 12533/66.*

(64/66) Grinding Stone. April 25. E.S.B. 12545/66.*

(64/66) Furnace. May 4. E.S.B. 12535/66.*

(64/66) Boring and Turning Mill. May 9. E.S.B. 12538/66.*

(64/66) Hydraulic Jacks. April 26. E.S.B. 12546/66.*

(64/66) Grinding Machine. May 2. E.S.B. 12550/66.*

(64/66) Vacuum Exhauster. May 5. E.S.B. 12551/66.*

(64/66) Welding Set. May 3. E.S.B. 12537/66.*

(64/66) Hack Sawing Machines. April 26. E.S.B. 12547/66.*

(64/66) Air Compressor. May 4. E.S.B. 12536/66.*

(64/66) Lathe. April 20. E.S.B. 12541/66.*

(64/66) Lathe. April 21. E.S.B. 12542/66.*

(64/66) Drilling, Tapping, Boring and Studding Machine. April 21. E.S.B. 12543/66.*

(64/66) Pump. April 25. E.S.B. 12544/66.*

(64/66) Disc Grinding Machine. April 27. E.S.B. 12548/66.*

SYRIAN ARAB REPUBLIC

(65/66) Road Construction for Ministry of Communications (Further Information.) Closing date postponed to May 30. E.S.B. 468/66.*

(66/66) Fire Fighting Vehicles for Syrian Air Force Tenders and Contracts Committee. April 28. Tender documents (in French) available. E.S.B. 12763/66.*

TANZANIA

(61/66) Vehicles for National Development Credit Agency. April 23. E.S.B. 12299/66.

THAILAND

(63/66) Telex Exchanges for Post and Telegraph Department. May 9. E.S.B. 12504/66.*

(63/66) Heavy Duty Trucks for Provincial Electricity Authority. May 17. E.S.B. 12502/66.*

State Railway of Thailand:

(61/66) Steel Rounds and Flats. April 20. E.S.B. 12294/66.

(61/66) Steel. April 21. E.S.B. 12295/66.

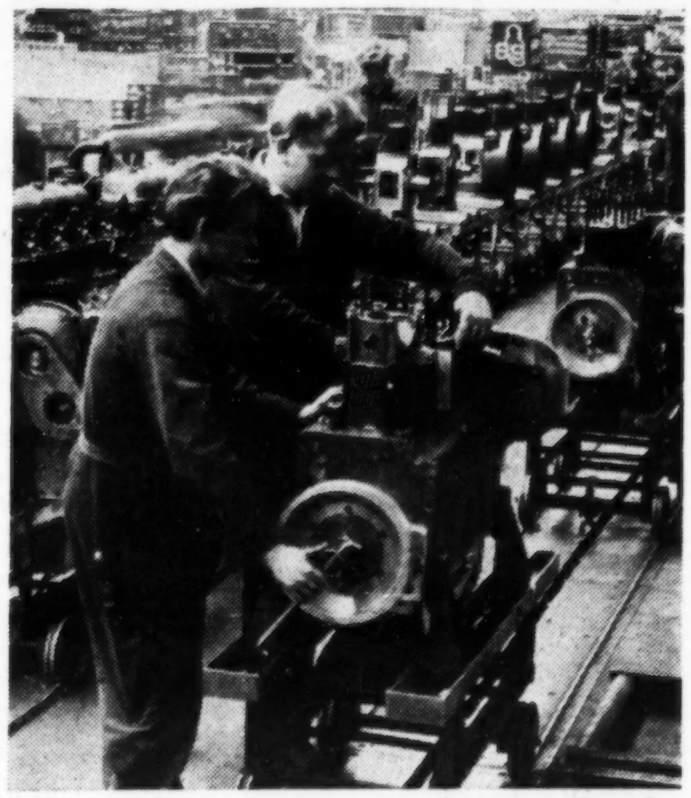
(61/66) Ticket Stamping Machine. April 28. E.S.B. 12296/66.

(61/66) Foundry Equipment. May 11. E.S.B. 12503/66.

(61/66) Portable Rail Drill. April 25. E.S.B. 12510/66.

(Continued on next page)

First of 31 British buses for Canada, this Duple-built Daimler 'standee' bus for Edmonton, Alberta, is loaded aboard ship in Manchester dock. The bus forms part of a £300,000 export order.



An order for six diesel engines of the type seen above finalized in Australia on March 29 brought Ruston and Hornsby's export business for small industrial engines won within the previous two weeks to over £270,000.

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INFORMATION FOR EXPORTERS, *continued*

(63/66) Cable. April 27. E.S.B. 12298/66.*
(64/66) Arc Welders. April 28. E.S.B. 12704/66.
(64/66) Round Steel Bar. April 26. E.S.B. 12705/66.
(64/66) Round Steel Bar. April 26. E.S.B. 12706/66.
(64/66) Knuckle. May 16. E.S.B. 12734/66.
(65/66) Overhead Crane. May 25. E.S.B. 12731/66.*
(65/66) Pumps. May 9. E.S.B. 12730/66.*
(64/66) Air Dryer Accessories for Telephone Organisation of Thailand. April 29. E.S.B. 12733/66.

TURKEY

(61/66) Plant Growth Rooms for Agricultural Machinery Supplies Office. May 6. E.S.B. 12237/66.*
Allied Land Forces South Eastern Europe:
(61/66) Paint. May 2. E.S.B. 12242/66.*
(61/66) Timber. May 2. E.S.B. 12245/66.*
(61/66) Detergent. May 4. E.S.B. 12244/66.*
(61/66) Tyres and Tubes. April 25. E.S.B. 12243/66.*
(63/66) Transmitter/Receiver Sets for Deniz Kuvvetleri Komutanligi. May 16. E.S.B. 12240/66.*
(64/66) Photographic Supplies for General Directorate of Land Survey and Registry. April 25. E.S.B. 12560/66.*
(63/66) Measuring and Testing Instruments for Naval Forces Command. May 20. E.S.B. 12241/66.*
(65/66) NATO – Supply of Fire Fighting Equipment for The Turkish Authorities. Apply before April 30. G.D. 767/66.
Turkish Maritime Bank:
(63/66) Steel. April 27. E.S.B. 12558/66.*
(63/66) Steel Sheets. April 24. E.S.B. 12259/66.*

UNITED STATES OF AMERICA

(64/66) Chemical Plant for United States Army Engineer District. (Further Information.) Tender documents now available. E.S.B. 11756/66.*

URUGUAY

(61/66) Bearing and Spare Parts for Administracion de Ferrocarrites del Estado. May 11. E.S.B. 12238/66.
(61/66) Radio Telephone Equipment for National Ports Administration (Further Information.) Closing date postponed to April 25. E.S.B. 6956/66.
State Oil Refinery:
(61/66) Pumping Equipment. May 4. E.S.B. 12247/66.
(61/66) Telephone Exchange. May 3. E.S.B. 12246/66.*

ZAMBIA

(61/66) Film Inspection Machine for Central Supply and Tender Board. April 22. E.S.B. 12215/66.*

A GPS Sim-L-Car driving trainer in the Aylesbury works of General Precision Systems Ltd. before despatch to Tripoli. It is to be used – for exhibition purposes initially – by a Libyan Insurance Company. GPS driving trainers, which are available with left or right hand drive, are already installed in driving schools, including a number of police establishments, throughout the United Kingdom.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Albania/Yugoslavia
(61/66) Trade and Financial Arrangements. C.R.E. 11020/G.

Algeria
(63/66) Inquiry for tents. E.S.B. 5090/66.

Australia
(61/66) Inquiry for chemicals. E.S.B. 12080/66.
(64/66) Manufacture under licence in Britain – aircraft. E.S.B. 12178/66.
(64/66) Inquiry for vending machines. E.S.B. 12494/66.

Austria
(63/66) Agency inquiry for central heating requisites. E.S.B. 12132/66.

Bahamas
(66/66) Inquiry for footwear. E.S.B. 13081/66.

Barbados
(64/66) Industrial Incentives Act. E.S.B. 32884/65.

Belgium
(63/66) Agency inquiry for knitwear. E.S.B. 12673/66.
(63/66) Agency inquiry for water purification equipment. E.S.B. 10245/66.

Canada
(63/66) Agency inquiry for floor tiles and floor coverings. E.S.B. 12030/66.
(63/66) Inquiry for department store goods. E.S.B. 12659/66.
(63/66) Manufacture under licence – garden tools. E.S.B. 9494/66.
(63/66) Inquiry for monorail crane. E.S.B. 12337/66.
(63/66) Inquiry for tools. E.S.B. 12100/66.
(64/66) Inquiry for electrical machinery; construction machinery. E.S.B. 3296/66.
(66/66) Inquiry for table lamp components. E.S.B. 3677/66.

Chile
(61/66) Agency inquiry for cable runners; electric cable and instruments; rails. E.S.B. 3168/66.

Cyprus/Bulgaria
(63/66) Trade Agreement. C.R.E. 5455/G.

Cyprus/East Germany
(63/66) Trade Agreement. C.R.E. 12937/G.

Denmark/Poland
(61/66) Trade Agreement. C.R.E. 8028/G.

Finland
(61/66) Agency inquiry for carpets; knitwear; towels and towelling; yarns. E.S.B. 12124/66.
(61/66) Agency inquiry for hobby articles; toys. E.S.B. 12098/66.

Formosa
(61/66) Agency inquiry for curry products. E.S.B. 12066/66.

France
(65/66) Agency inquiry for cosmetics; perfumery; pharmaceuticals. E.S.B. 12995/66.
(65/66) Agency inquiry for dancing clothes. E.S.B. 12921/66.
(65/66) Agency inquiry for reproduction furniture. E.S.B. 12899/66.
(65/66) Agency inquiry for reproduction furniture. E.S.B. 1643/66.
(65/66) Agency inquiry for steel products. E.S.B. 12925/66.
(66/66) Agency inquiry for woollen worsted cloth. E.S.B. 13071/66.
(61/66) Inquiry for steel tubes. E.S.B. 12048/66.
(66/66) Inquiry for lanterns. E.S.B. 12980/66.

Germany, Federal Republic of
(64/66) Agency inquiry for textile fabrics. E.S.B. 12174/66.
(65/66) Agency inquiry for textile machinery; yarns. E.S.B. 12975/66.
(66/66) Agency inquiry for brass. E.S.B. 12989/66.
(66/66) Agency inquiry for jersey fabrics. E.S.B. 12979/66.
(63/66) Inquiry for tiles. E.S.B. 12439/66.
(64/66) Inquiry for forgings. E.S.B. 12173/66.

Greece
(63/66) Agency inquiry for medical equipment. E.S.B. 12801/66.
(63/66) Agency inquiry for vending machines. E.S.B. 12658/66.

Hong Kong
(61/66) Agency inquiry for office equipment, machinery and stationery. E.S.B. 36847/64.
(63/66) Agency inquiry for abrasives brushes; electrical apparatus; industrial raw materials; marine equipment; scientific instruments. E.S.B. 12110/66.
(63/66) Agency inquiry for electrical and electronic equipment; hydraulic equipment; plastics processing machinery; steel; tools. E.S.B. 10759/66.

Iran
(64/66) Agency inquiry for medicines. E.S.B. 12842/66.
(66/66) Inquiry for paper cutting machines. E.S.B. 12864/66.

Iraq
(64/66) Agency inquiry for building materials; construction equipment; glass and china. E.S.B. 12835/66.
(65/66) Agency inquiry for paper; spices; tartaric acid; timber; yeast. E.S.B. 8332/66.
(65/66) Inquiry for flanged and dished heads for tanks. E.S.B. 12686/66.
(65/66) Inquiry in respect of laboratory equipment. E.S.B. 12741/66.

Israel
(65/66) Agency inquiry for animal feed supplements and anti-oxidants; hormones; vitamins. E.S.B. 12909/66.
(65/66) Agency inquiry for laboratory equipment; latex; medical instruments; natural rubber. E.S.B. 12944/66.
(65/66) Agency inquiry for motor industry parts and accessories. E.S.B. 12908/66.
(63/66) Inquiry for jointings and packings; pressure gauges; valves and fittings. E.S.B. 46746/65.
(64/66) Inquiry for generators. E.S.B. 37798/65.

TRANSLATIONS - *GERMAN - ENGLISH - GERMAN*
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Italy
(63/66) Agency inquiry for medicines. E.S.B. 12639/66.
(63/66) Agency inquiry for smoked salmon. E.S.B. 12360/66.
(63/66) Agency inquiry for veterinary medical supplies. E.S.B. 12191/66.
(64/66) Agency inquiry for furniture. E.S.B. 12866/66.
(65/66) Agency inquiry for electronic and industrial components; instruments and allied equipment. E.S.B. 43893/65.
(65/66) Agency inquiry for laboratory equipment. E.S.B. 12997/66.
(66/66) Agency inquiry for rubber gloves. E.S.B. 13010/66.
(63/66) Inquiry for bedspreads; household linen; piece-goods. E.S.B. 12160/66.
(63/66) Inquiry for pharmaceutical products. E.S.B. 12444/66.
(63/66) Inquiry for tulle. E.S.B. 12353/66.
(64/66) Inquiry for fibreglass wool; hospital equipment. E.S.B. 12861/66.
(64/66) Inquiry for glass tube; white bead; wire; zirconium foil. E.S.B. 12820/66.
(66/66) Inquiry for metal buttons. E.S.B. 13091/66.

Jamaica
(63/66) Inquiry in respect of building materials and production techniques. E.S.B. 12429/66.
(63/66) Inquiry for hairnets. E.S.B. 12336/66.

Japan
(64/66) Agency inquiry for analysers; furnaces; presses; scientific equipment. E.S.B. 12941/66.

Jordan
(63/66) Inquiry for mother of pearl; motors and accessories; tools. E.S.B. 12335/66.

Kenya
(64/66) Agency inquiry for canned fish; meat and fish pastes. E.S.B. 12079/66.

Kuwait
(66/66) Building materials. E.S.B. 12327/66.

Luxembourg
(63/66) Inquiry for knitwear; linen goods; nylon stockings; ties; underwear. E.S.B. 9960/66.

Morocco/Algeria
(63/66) Trade Agreement. C.R.E. 8128/G.

North America
(61/66) Visit of department store buyers. E.S.B. 2519/66.

Norway
(66/66) Inquiry for shackles. E.S.B. 11672/66.

Pacific Islands
(64/66) Inquiry for furniture. E.S.B. 31515/64.

Pakistan
(61/66) Inquiry for furnace. E.S.B. 11902/66.

Rumania/Turkey
(64/66) Trade Protocol. C.R.E. 5537/G.

Saudi Arabia
(65/66) Inquiry for road testing equipment. E.S.B. 6188/66.

South Africa
(64/66) Agency inquiry for electronic equipment. E.S.B. 28877/65.
(65/66) Agency inquiry for blazer cloth. E.S.B. 12974/66.
(65/66) Agency inquiry for electro-medical equipment. E.S.B. 1669/65.

Spain
(66/66) Agency inquiry for agricultural equipment; slaughterhouse machinery and equipment. E.S.B. 12987/66.

Spain/Bulgaria
(64/66) Trade Agreement. C.R.E. 16693/G.

Spain/Hungary
(64/66) Trade Agreement. C.R.E. 16502/G.

Spain/Japan
(64/66) Trade Agreement. C.R.E. 8521/G.

Sweden
(66/66) Inquiry for laboratory equipment. E.S.B. 8938/66.

Switzerland
(63/66) Agency inquiry for carpets; flooring; furniture. E.S.B. 12493/66.
(63/66) Agency inquiry for dressing gowns; knitwear; piece goods. E.S.B. 12328/66.
(63/66) Agency inquiry for medical and hospital equipment. E.S.B. 12410/66.
(64/66) Agency inquiry for construction machines. E.S.B. 9753/66.
(64/66) Agency inquiry for hydraulic equipment and components; regulators; valves. E.S.B. 3663/66.
(66/66) Agency inquiry for surgical needles. E.S.B 13061/66.

Thailand
(64/66) Inquiry for coffee processing machinery. E.S.B. 12829/66.

Turkey
(63/66) Inquiry for electrical equipment and machinery. E.S.B. 39253/65.
(65/66) Inquiry for textile machinery. E.S.B. 10772/66.

Uganda
(63/66) Agency inquiry for dress materials; shirts suitings; underwear. E.S.B. 12131/66.

United States of America
(61/66) Inquiry in respect of electric kettles. E.S.B. 12037/66.
(61/66) Inquiry for automotive spare parts and accessories. E.S.B. 12000/66.
(63/66) Inquiry for farm equipment. E.S.B. 12332/66.
(63/66) Inquiry for ice skates. E.S.B. 12089/66.
(63/66) Inquiry for shoes. E.S.B. 12065/66.
(63/66) Inquiry for yarns. E.S.B. 12090/66.
(65/66) Inquiry for fancy goods. E.S.B. 12362/66.
(66/66) Inquiry for soaps and sachets. E.S.B. 12920/66.
(66/66) Inquiry for aircraft components. E.S.B. 11381/66.
(66/66) Inquiry for leather. E.S.B. 13015/66.

Vietnam
(64/66) Import Licences. E.S.B. 12446/66.

Yugoslavia/East Germany
(63/66) Trade Agreement. C.R.E. 4819/G.

Yugoslavia/Hungary
(63/66) Trade Agreement. C.R.E. 5344/G.

Zambia
(61/66) Agency inquiry for stationery. E.S.B. 10614/66.
(65/66) Agency inquiry for clothing. E.S.B. 12466/66.
(64/66) Inquiry for household linens; curtain materials; domestic hardware; cosmetics and associated pharmaceutical products. E.S.B. 11566/66.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 16 local offices in various parts of the United Kingdom. A list is given on page 508 of the Board of Trade Journal, *March 4, 1966.*

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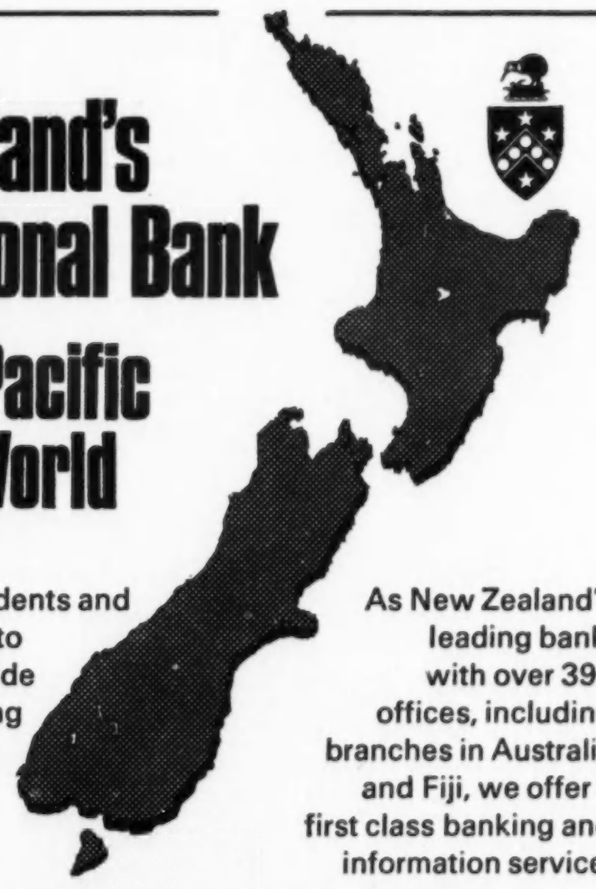

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Tariff, Customs and Import Regulations in overseas countries

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

NIGERIA

Customs tariff changes

THE FIRST and Second Schedules to the Nigerian Customs Tariff are amended by the Customs Tariff (Duties and Exemptions) (No. 1) Order, 1966, as below, and became effective from March 27, 1966.

SCHEDULE 1

Tariff Item No.	Main Description of the Goods and Sub-Item No.	Amendment
02.01/04	Meat and edible meat offals (including poultry and game), fresh, chilled or frozen; poultry liver, salted or in brine . . .	*Delete* the rate of duty and *substitute* '75%.'
02.06	Meat and edible meat offals (including poultry and game but excluding poultry liver), salted, in brine, dried or smoked . . .	*Delete* the rate of duty and *substitute* '75%.'
03.01	Fish, fresh (live or dead), chilled or frozen	*Delete* the rate of duty and *substitute* '75%.'
03.02	Fish, salted, in brine, dried or smoked: B	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'B Fishmeal imported not for human consumption 10%.' 'C Other . . . 50%.'
04.05	Birds' eggs and egg yolks, fresh, dried or otherwise preserved; sweetened or not . . .	*Delete* the rate of duty and *substitute* '66⅔%.'
05.04/06	Guts, bladders, stomachs, sinews and tendons; parings and similar waste, of raw hides or skins; fish waste: A	*Delete* the rate of duty and *substitute* '75%.'
07.01/03	Vegetables, fresh or chilled, vegetables (whether or not cooked), preserved by freezing; vegetables provisionally preserved in brine, in sulpher water or in any other preservative solution, but not specially prepared for immediate consumption	*Delete* the rate of duty and *substitute* '75%.'
07.04	Dried, dehydrated or evaporated vegetables, whole, cut, sliced, broken or in powder, but not further prepared . . .	*Delete* the rate of duty and *substitute* '75%.'
07.05	Dried leguminous vegetables, shelled, whether or not skinned or split (for example, peas, beans and lentils) .	*Delete* the rate of duty and *substitute:* '75%.'
07.06	Manioc, arrow root, salep, Jerusalem artichokes, sweet potatoes and other similar roots and tubers with high starch or inulin content, fresh or dried, whole or sliced; sago pith	*Delete* the rate of duty and *substitute* '75%.'
08.01/13	Fruit, melon peel, citrus fruit peel and nuts (shelled or not) fresh or dried, preserved by, freezing (whether or not cooked, but not containing added sugar), provisionally preserved (for example by sulphur dioxide gas, in brine, in sulphur water or in any other preservative solutions), but unsuitable in that state for immediate consumption: A	*Delete* the rate of duty and *substitute* '75%.'
10.06	Rice	*Delete* the rate of duty and *substitute* '66⅔%.'
11.01/02	Cereal flours, cereal groats and cereal meal; other worked cereal grains (for example, rolled, flaked, polished, pearled or kibbled but not further prepared), except husked, glazed, polished or broken rice; germ or cereals, whole, rolled, flaked or ground: A (I) Flour groats and meal: of wheat or of meslin . .	*Delete* the rate of duty and *substitute* the ton . . £12 10s. or 25%.'
11.03/06	Flours, meal and flakes of potatoes of the products falling within heading 07.05 or 07.06 or Chapter 8	*Delete* the rate of duty and *substitute* '75%.'
16.01/03	Meat and meat offal, prepared or preserved (including sausages): meat extracts and meat juices	*Delete* the rate of duty and *substitute* '75%.'
16.04/05	Fish, crustaceans and molluscs, prepared or preserved (including caviar and caviar substitutes) .	*Delete* the rate of duty and *substitute* '75%.'
20.01/02	Vegetables and fruits, prepared or preserved by vinegar or aceticacid, with or without sugar, whether or not containing salt, spices or mustard: vegetables prepared or preserved otherwise than by vinegar or acetic acid including tomato juice the dry weight content of which is 7% or more: A and B	*Delete* the expressions 'A' and 'B' in the columns 'Tariff Description' and the 'Rate of Duty' and *substitute* against the main item '75%.'
20.03	Fruits preserved by freezing, containing added sugar . . .	*Delete* the rate of duty and *substitute* '75%.'
22.01/02	Waters, including spa waters and aerated waters (whether or not flavoured) lemonade and other non-alcoholic beverages not including fruit and vegetable juices falling within heading No. 20.07; ice and snow: A-C	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'A Table waters including fresh water . . . 100%.' 'B Mineral waters and squashes . . . 75%.' 'C Other . . . 66⅔%.'
22.03	Beer made from malt: A and B	*Delete* all the rates of duty and *substitute:* 'A the gallon . . . £0 16s. 0d. 'B the gallon . . . £0 16s. 0d. plus £0 0s. 0½d. per gallon for each additional degree of original gravity above 1,040°.'
24.01	Unmanufactured tobacco; tobacco refuse: A	*Delete* all the expressions under 'A' and 'B' in the columns 'Tariff Description' and 'Rate of Duty' and *substitute* against the main item . . . 'the lb. £1 0s. 0d.'

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Tariff Item No.	Main Description of the Goods and Sub-Item No.	Amendment
24.02	Manufactured tobacco; tobacco extracts and essences: A-C	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'A Cigars and cheroots . . . the lb. £3 0s. 0d.' 'B Cigarettes . . . the lb. £3 0s. 0d. or £7 7s. 0d. the thousand cigarettes. 'C Other (including snuff) . . . the lb. £2 5s. 0d.'
25.23	Portland cement, cement fondu, slag cement super-sulphate cement and similar hydrolic cements, whether or not coloured or in the form of clinker: A	*Delete* the rate of duty and *substitute* . . . the ton £1 0s. 0d.
	B (2)	*Delete* the rate of duty and *substitute* . . . the ton £2 10s. or 40%.'
27.09/10	B (3) (*a*)	*Delete* the rate of duty and *substitute* . . . the gallon £0 0s. 8d.
28.01/58	Chemical elements, inorganic chemical compounds: B and C	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'B Sodium Hydroxide (Caustic Soda) . . . the cwt. £3 0s. 0d. 'C (a) Sodium carbonate (soda ash) . . . the cwt. £3 0s. 0d. (b) Imported by manufacturer (other than a soap manufacturer) approved in that behalf by the Ministry . . . 33⅓%.' 'D Other . . . 33⅓%.'
36.06	Matches (excluding Bengal matches): A	*Delete* the rate of duty and *substitute* . . . the gross box £1 16s. 0d.
39.01/06	Artificial resins (including run gums and ester gums) and artificial plastic materials; regenerated cellulose; cellulose acetate and other derivatives of cellulose; hardened casein, gelatin and other hardened proteins; vulcanized fibre, chlorinated rubber and other chemical derivatives of natural rubber; silicones); polyisobutylene; other high polymers (including aglinic acids and its salts and esters); linoxyn: D	*Delete* all the expressions under the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'D (1) Tiles . . . *ad val.* 66⅔%. (2) Polyethelene films . . . *ad val.* 50%. 'E Other . . . *ad val.* 33⅓%.'
39.07 (G)		*Delete* the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'G Tiles . . . *ad val.* 66⅔%. 'H Other . . . *ad val.* 33⅓%.'
40.08/09 (B)		*Delete* the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'B Tiles . . . *ad val.* 66⅔%.' 'C Other . . . *ad val.* 33⅓%.'
42.02 (B)		*Delete* the rate of duty and *substitute* '100%.'
48.12		*Delete* the rate of duty and subdivide the main heading: 'A Tiles . . . 66⅔%.' 'B Other . . . 50%.'
50.09/10	Woven fabrics of silk or noil silk or of other waste silk . . .	*Delete* the rate of duty and *substitute* . . . the square yard £0 3s. 0d. or 50%.
52.02	Woven fabrics of metal thread or of metalized yarn, of a kind used in articles of apparel, as furnishing fabrics or the like: A	*Delete* the rate of duty and *substitute* . . . the square yard £0 3s. 0d. or 50%.
53.11/13	Woven fabrics of sheep's or lambs' wool, of horsehair or other animal hair	*Delete* the rate of duty and *substitute* . . . the square yard £0 3s. 0d. or 50%.
54.05	Woven fabrics of flax or of ramie .	*Delete* the rate of duty and *substitute* . . . the square yard £0 3s. 0d. or 50%.
55.07/09	Woven fabrics of cotton: E (2)	*Delete* the rate of duty and *substitute* . . . the square yard £0 3s. 0d. or 50%.
56.07	Woven fabrics of man-made fibres (discontinuous or waste): A	*Delete* the rate of duty and *substitute* . . . the square yard £0 3s. 0d. or 50%.
58.04	Woven pile fabrics and chenille fabrics (other than terry towelling or similar terry fabrics of cotton	

(Continued on next page)

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NIGERIA, *continued*

Tariff Item No.	Main Description of the Goods and Sub-Item No.	Amendment
	falling within heading No. 55.07/09 and fabrics falling within heading No. 58.05) . . .	*Delete* the rate of duty and *substitute* . . . the square yard £0 5s. 0d. or 50%.
58.05	Narrow woven fabrics, and narrow fabrics (bolduc) consisting of warp without weft assembled by means of an adhesive, other than goods falling within heading No. 58.06:	
	A(1) (a)	*Delete* the rate of duty and *substitute* . . . the square yard £0 5s. 0d. or 50%.
	A (1) (b) (ii)	*Delete* the rate of duty and *substitute* . . . the square yard £0 3s. 0d. or 50%.
60.04	Undergarments, knitted crocheted, not elastic or rubberized:	
	C	*Delete* the rate of duty and *substitute* . . . each 5s. 6d. or *ad val.* 50%.
60.05	Outer-garments and other articles, knitted or crocheted, not elastic or rubberized:	
	A (3)	*Delete* the rate of duty and *substitute* . . . each 8s. 6d. or 50%.
	A (4)	*Delete* the rate of duty and *substitute* . . . each 5s. 0d. or 50%.
61.01	Men's and boys' outergarments:	
	C	*Delete* the rate of duty and *substitute* . . . each 8s. 6d. or 50%.
	D	*Delete* the rate of duty and *substitute* . . . each £0 5s. 0d. or 50%.
	F	*Delete* the rate of duty and *substitute* . . . 50%.
61.02	Women's, girls' and infants' outergarments:	
	C	*Delete* the rate of duty and *substitute* . . . each £0 8s. 6d. or 50%.
	D	*Delete* the rate of duty and *substitute* . . . each £0 5s. 0d. or 50%.
	F	*Delete* the rate of duty and *substitute* . . . 50%.
61.03	Men's and boys' under-garments, including collars, shirts fronts and cuff:	
	A	*Delete* the rate of duty and *substitute* . . . each 0£ 5s. 6d. or 50%.
	D	*Delete* the rate of duty and *substitute* . . . 50%.
61.04	Women's, girls' and infants' undergarments:	
	A	*Delete* the rate of duty and *substitute* . . . each £0 5s. 6d. or 50%.
	D	*Delete* the rate of duty and *substitute* . . . 50%.
62.02	Bed linen: table linen, toilet linen, and kitchen linen; curtains and other furnishing articles:	
	A (2)	*Delete* the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* A (2) Mosquito nets . . . 20%. Other . . . 50%.
62.03	Sacks and bags of a kind used for the packing of goods:	
	B (2) (a) and (b) . . .	*Delete* all expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substituteb* '(2) Other . . . each £0 1s. 4d. or 33⅓%.'
64.01	Footwear with outer soles and uppers of rubber or artificial plastic material:	
	B	*Delete* the rate of duty and *substitute* . . . the pair £0 6s. 0d. or 40%.
	C	*Delete* the rate of duty and *substitute* . . . the pair £0 12s. 0d. or 40%.
64.02	Footwear with outer soles of leather or composition leather: footwear (other than footwear falling within heading No. 64.01) with outer soles of rubber or artificial plastic material:	
	B	*Delete* the rate of duty and *substitute* . . . the pair £0 6s. 0d. or 40%.
	C	*Delete* the rate of duty and *substitute* . . . the pair £0 12s. 0d. or 40%.
64.03	Footwear with outer soles of wood or cork:	
	B	*Delete* the rate of duty and *substitute* . . . the pair £0 6s. 0d. or 40%.
	C	*Delete* the rate of duty and *substitute* . . . the pair £0 12s. 0d. or 40%.
64.04	Footwear with outer soles of other materials:	
	B	*Delete* the rate of duty and *substitute* . . . the pair £0 6s. 0d. or 40%.
	C	*Delete* the rate of duty and *substitute* . . . the pair £0 12s. 0d. or 40%.
64.05	Parts of footwear (including uppers, in-soles and screw-on heels) of any material except metal:	
	A (1)	*Delete* the rate of duty and *substitute* . . . the pair £0 6s. 0d. or 40%.
	(2)	*Delete* the rate of duty and *substitute* . . .the pair £0 12s. 0d. ord 40%.
68.12	Articles of asbestos-cement, of cellulose fibre-cement or the like:	
	D	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'D Pressure pipes and pipes . . . 75%. 'E Other . . . 33⅓%.'
68.13	D	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'D Pressure pipes and pipes . . . 75%. 'E Other . . . 33⅓%.'
70.10	Carboys, bottles, jars: pots, tubular containers and similar containers, of glass of a kind commonly used for the conveyance or packing of goods; or stoppers and other closures, of glass . . .	*Delete* the expression in the column 'Rate of Duty' and *add* the following expressions to the column 'Tariff Description': 'A Empty bottles and containers imported for use in bottling of beer, stout and mineral waters . . . 40%. 'B Other . . . 33⅓%.'
76.02/04	Wrought bars, rods, angles, shapes and sections, plates, sheets and strip aluminium; single strand aluminium wire; aluminium foil (whether or not embossed, cut to shape, or perforated, coated, printed, or backed with paper or other reinforcing materials):	
	B-D	*Delete* all the expressions in the column 'Tariff Description' and *substitute:* 'B Corrugated roofing sheets: (1) of a gauge not exceeding 25 . . . 50%. (2) of a gauge exceeding 25 . . . the square foot £0 0s. 1½d. or 20%. (3) Aluminium and aluminium sheet products: plates, sheets and circles, whether or not imported in coil, cut to shape but not further worked . . . 50%. 'C Ridgings . . . 20%. 'D Other . . . 33⅓%.'
82.01	Hand tools, the following: spades, shovels, picks, hoes, forks and rakes; axes, bill hooks and similar hewing tools; scythes, sickles, hay knives, grass shears, timber wedges and other tools of a kind used in agricultural, horticultural or forestry:	
	B	*Delete* the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* B (1) Matchets . . . 10%. (2) Other . . . 20%.
85.15	Radio telegraphic and radio telephonic transmission and reception apparatus; radio broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus:	
	D	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'D (1) Spare parts imported for the maintenance of radiogramophones, radio receiving sets (including combined transmitting and receiving sets) and television sets . . . 33⅓%. (2) Components (excluding cabinets) imported for use in the assembly of radiogramophones, radio receiving sets and television sets by a manufacturer approved in that behalf by the Ministry . . . 15%. (3) Cabinets imported for A and B.' (a) Wooden . . . 75%. (b) Plastics 66⅔%. (4) Other . . . Free.'
87.02	Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles, other than those of heading No. 87.09): A (2) . .	*Delete* th e rate of duty and *sub stitute* '75%.'
	D	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'D (1) Components for passenger cars imported CKD (completely knocked down)

Tariff Item No.	Main Description of the Goods and Sub-Item No.	Amendment
		for local assembly by a manufacturer approved in that behalf by the Ministry . . . Dutiable at 15%, less than the rate applicable to a similar vehicle imported assembled as in A above. 'D (2) Trucks and lorries: (a) Assembled . . . 33⅓%. (b) Unassembled for local assembly by a manufacturer approved in that behalf by the Ministry . . . 28⅓%. (3) Other . . . 33⅓%. (4) For the purposes of C (2) (a), D (1) and (D) (2) (b) the rate of duty applicable to such imported replacement equipment like tyres and batteries and such other parts as may be deemed by the Ministry from time to time to be available locally, shall apply to such components as may be imported with other CKD components.'
92.11	Gramophones, dictating machines and other sound recorders and reproducers, including record players and tape decks, with or without soundheads; television image and sound recorders and reproducers, magnetic:	
	A	*Delete* all the expressions in the column 'Tariff Description' and *substitute* 'Gramophones, record players, tape decks and tape recorders.
	B	*Delete* all the expressions in the column 'Tariff Description' and *substitute* 'Dictating machines.'

SECOND SCHEDULE

Schedule 2 to the Customs Tariff Act, 1965 (which relates to exemption from import duties of Customs) is amended:

(a) By the deletion of the expression 'Phenol Formaldehyde' under sub-item (15) of Item 3 and the insertion of the expressions 'Phenol and Formaldehyde.'

(b) By the insertion of the following new item:

No.	Articles	Goods to be manufactured
'3 (22)	Chemicals and processing materials excluding starch' . . .	Textile piece-goods.

EXPLANATORY NOTES

This Order has the following effects:

FIRST SCHEDULE – IMPORT DUTY

Full Tariff Item No.	Description of Goods	Effect of the Order
02.01/04 02.01/06 05.04/06 A 16.01/03 03.01	Meat and meat products . .	Increases the rates of duty from 66⅔% to 75%.
03.02 B 16.04/05	Fish and fish products . .	Increases the rate of duty from 50% to 75%.
04.05	Eggs	Increases the rate of duty from 40% to 66⅔%.
07.01/03 07.04 07.05 07.06 11.03/06 20.01/02 B 08.01/13 A	Vegetables and vegetable products .	Increases the rate of duty from 40% to 75%.
20.01/02 A 20.03	Fruits	Increases the rate of duty from 50% to 75%.
10.06	Rice	Increases the rate of duty from 40% to 66⅔%.
11.01/02 A (1)	Flour	Reduces the rate of duty from £25 0s. 0d. the ton or 50% to £12 10s. 0d. the ton or 25%.
22.01/02 A	Table waters including avian waters	Increases the duty from 75% to 100%.
22.03	Beer	Increases the rate of duty from 15s. to 16s. the gallon.
24.01	Unmanufactured tobacco for the manufacture of cigarettes . .	Increases the rate of duty from 15s. 3d. to £1 the pound.
24.02 A and B	Cigarettes and cigars . . .	Increases the rate of duty from £2 15s. 0d. to £3 0s. 0d. the pound.
24.02 C	Other tobacco products including snuff	Increases the rate of duty from £2 0s. 0d. to £2 5s. 0d. the pound.
25.23 (A)	Clinker	Increases the rate of duty from £0 15s. 0d. to £1 0s. 0d. the ton.
25.23 B (2)	Portland cement	Reduces the rate of duty from £4 0s. 0d. the ton or 66⅔% to £2 10s. 0d. the ton or 40%.
28.01/58 (B & C)	Sodium carbonate (soda ash) . .	Imposes a duty of £3 0s. 0d. per ton and provides for a special rate of 33⅓% for approved users other than soap manufacturers.
36.06	Matches	Reduces the rate of duty from £2 8s. 0d. to £1 16s. 0d. the gross box.
39.01/06 D (2)	Polyethelene films . . .	Increases the rate of duty from 33⅓% to 50%.
50.09/10 52.02 A 53.11/13 54.05 55.07/09 E (2) 56·07/01 58.05A(1)(b)(i.)	Woven fabrics	Increases the rate of duty from £0 2s. 0d. the square yard or 40% to £0 3s. 0d. the square yard or 50% and reduces the duty on cotton fabrics and woven fabrics of man-made fibres from £0 3s. 6d. the square yard to £0 3s. 0d. the square yard or 50%.
58.04 58.05 A (1) (a)	Pile and chenille fabrics and narrow woven fabrics	Increases the rate of duty from £0 4s. 0d. the square yard or 40% to £0 5s. 0d. the square yard or 50%.
60.04 C 60.05 A (3) (4)	Shirts	Increases the rate of duty from £0 5s. 0d. each or 40% to £0 5s. 6d. or 50%.
61.03 A 61.04 A 61.010 61.020	Jackets, trousers and slacks . .	Increases the rate of duty from £0 7s. 6d. each or 40% to £0 8s. 6d. each or 50%.
61.01 D 61.02 D	Dressing gowns and skirts . .	Increases the rate of duty from £0 4s. 6d. or 40% to £0 5s. 0d. or 50%.
61.01 F 61.02 F 61.03 D 61.04 D 62.01	Other outer-garments . . .	Increases the rate of duty from 40% to 50%.
62.02 A (2)	Mosquito nets	Reduces the rate of duty from 50% to 20%.
62.03 B (2) (a)	Sacks and bags made of materials other than jute.	Abolishes the concessionary rate of duty.
64.01 B 64.02 B 64.034 64.04 B 64.05 A (1)	Shoes made principally of canvas and rubber or of either – including parts.	Reduces the rate from £0 10s. 0d. the pair or 50% *ad val.* to £0 6s. 0d. the pair or 40% *ad val.*, whichever is the higher.
64.01 C 64.02 C 64.03 C 64.04 C 64.05 A (2)	Shoes – other than those made principally of canvas or rubber or either – including parts.	Reduces the rate from £1 5s. 0d. the pair or 50% to £0 12s. 0d. the pair or 40% *ad val.* whichever is the higher.
68.12 D 68.13	Asbestos cement pipes and pressure pipes.	Increases the rate from 33⅓% to 75% *ad val.*
70.10 A	Empty bottles for beer, stout and soft drinks.	Increases the rate from 33⅓% to 40% *ad val.*
76.02/04 B (2)	Aluminium plates, sheets and circles.	Increases the rate of duty from 33⅓% to 50%.
82.01 B (2)	Matchets	Reduces the rate of duty from 20% to 10%.
85.15 D (2)	Components for local assembly of radio, radio-gramophones and television sets.	Introduces a special rate of duty of 15% *ad val.*
85.15 D (13) (a)	Wooden cabinets	Increases the rate of duty from 33⅓% to 75% *ad val.*
(b)	Plastic cabinets	Increases the rate of duty from 33⅓% to 66⅔% *ad val.*
87.02 D (1)	Components imported for the assembly of passenger cars by an approved manufacturer.	Reduces the rate of duty applicable to the vehicle by 15%.
87.02 D (2) (b)	Components imported for the assembly of trucks and lorries by an approved manufacturer.	Reduces the rate of duty from 33⅓% to 28⅓% *ad val.*
92.11 A	Tape recorders	Increases the rate from 40% to 66⅔% *ad val.*

[(b) SECOND SCHEDULE]

1. It abolishes the special exemption for 'Phenol Formaldehyde' and replaces it with 'Phenol' and 'Formaldehyde.'

2. It introduces exemption from duty for chemicals and processing materials (excepting starch) imported exclusively for the manufacture of textile piece-goods.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

GAMBIA

Currency regulation

LEGAL NOTICE No. 7 of 1966, published in the *Gambia Gazette* of March 5, announced that in exercise of the powers vested in it by section 30(1) of the Currency Act, 1964, the Gambia Currency Board has prescribed September 1, 1966, as the day on which currency notes of the West African Currency Board shall cease to be legal tender in Gambia.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

GHANA

Customs tariff amendment

IN A NOTICE published in the *Board of Trade Journal* dated March 25, page 700, details were given of Ghana Customs Tariff amendments. It is regretted that items 17.01 and 25.01 were incorrect. These should read as follows:

Tariff No.	Tariff Description	Old Rate of Duty	New Rate of Duty
17.01	Beet sugar and cane sugar, solid . . the lb.	CO·05	CO·03
25.01	Common salt (including rock salt, sea salt, and table salt); pure sodium chloride; salt liquors; sea water . . . . . the lb.	C0·05	C0·03

NOTE: The symbol C should read in the Schedule as ₵ for Cedi.

SIERRA LEONE

Import licensing amendment

GOVERNMENT NOTICE No. 223 published in the Sierra Leone *Gazette* dated March 10, amends with effect from March 3 the list of items for which specific import licences are required (published in the *Board of Trade Journal*, October 8, 1965, page 863) by the addition of the following item:

Customs Classification	Schedule Items
062-010	Sugar confectionery not containing cocoa.

REPUBLIC OF SOUTH AFRICA

Customs tariff change

GOVERNMENT NOTICE R.460, published in the Republic of South Africa *Government Gazette* of March 25, sets out the following amendment to the Republic's customs tariff:

	Tariff heading	Statistical unit	Rate of duty		
			General	MFN	Preferential
61.06	By the substitution for sub-heading No. 61.06.50 of the following: 61.06.50 Scarves, mufflers and stoles	No.	25% or 10c each		

Wool textile marking regulations

DETAILS were given in the *Board of Trade Journal* of November 13, 1959, of regulations governing the marking of wool products in South Africa.

Notice No. 393, published in the South African *Government Gazette* of March 18, amends these regulations as follows:

(i) by allowing the mark 'pure new wool' to be applied to virgin wool products, and
(ii) by increasing the tolerance in respect of non-wool fibres used in virgin wool products from 1 per cent to 5 per cent by weight.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

The Ruberoid Co. Ltd. of London received an order by cable from E. P. Timbers (Pty) Ltd., Port Elizabeth, South Africa, for 250 rolls of Dampcourse on March 11 for shipment not later than March 31. By working over the weekend they were able to supply ex stock, pack for export, mark the rolls for shipment and then load them on a barge all within 48 hours.

MALAYSIA (STATES OF MALAYA)

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE has been informed by cable that the Government of the States of Malaya has announced that the following industries and products have been declared Pioneer Industries and Pioneer products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958.

Industry	Products
Non-ferrous metal castings	(ii) Recovered brass from remelting of scrap (iii) Recovered copper from remelting of scrap.

The proposal to designate these products was announced in the *Board of Trade Journal* of November 5, 1965, page 1130. Item (i) has *not* yet been confirmed. All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627), quoting reference 1237/4/G.

INDIA

Import policy 1966/67

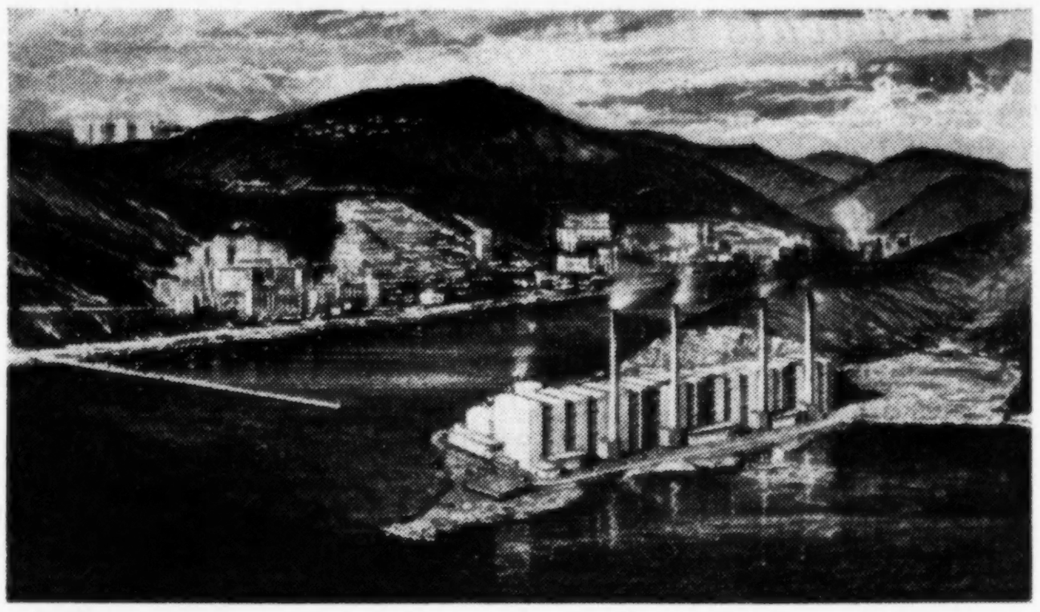
THE INDIAN import policy for the year April 1966 to March 1967 was announced on March 30. A measure of liberalization and flexibility has been introduced into the licensing system. A holder of a licence for raw materials, components and spares will be able to draw against it in any desired proportion within the overall total value. Similarly some interchangeability will be permitted within groups, e.g. a licence issued for steel will also be valid for the import of raw materials, components, spares and non-ferrous metals within the value limit.

Established importers' quotas have been increased in the case of 30 items including spare parts for some agricultural, cloth processing and printing machinery, books, X-ray and cinematograph film. Against this, established importers' quotas for 29 items have been reduced or cancelled. They include quotas for spares for petrol, gas and kerosene engines, tyre tube valves, caps and parts, and spares for motorcycles and scooters. Any inquiries about the new policy should be addressed to Export Services Branch, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

SOUTH VIETNAM

Import agencies

A LIST of recognized agents in South Vietnam is now available at the Board of Trade. Inquiries should be addressed to Board of Trade, Export Services Branch, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 413).



Following a mammoth operation to remove a 150 ft. *high hill on the island of Ap Lei Chau, Hong Kong, George Wimpey & Co. Limited, have now started construction of a new* 120 *MW power station for the Hong Kong Electric Company Ltd. This is the first stage of a station which will ultimately extend to approximately* 800 *MW. The first* 60 *MW set will be commissioned early in* 1968 *and the second a year later.*

AUSTRALIA

Tariff changes

CHANGES HAVE BEEN MADE in the Australian Customs Tariff affecting the rates of duty payable on (a) bonded fibre fabrics and (b) articles of bonded fibre fabrics.

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime details of the tariff changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468) as soon as these are received.

Dumping duty

COLLAPSIBLE SUN LOUNGES have recently been made the subject of a dumping duty under the Australian Customs Tariff (Dumping and Subsidies) Act, 1961-65.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 13806/64.

Tariff Board Inquiry

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **vegetable fats and oils and directly related products.** The Tariff Items to be covered by this inquiry are 15.07, 15.08 and 15.12 together with any other items which the Board may decide to include.

This reference has been made as a result of representations by local manufacturers.

Details of the above-mentioned Tariff Items are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than April 25.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 779/66.

CANADA

Section 37a value for duty

THE CANADIAN GOVERNMENT have issued an Order in Council PC 1966-432 dated March 10, 1966, pursuant to Section 37A of the Customs Act, prescribing that the value for duty of finished engravers' zinc sheets from the United Kingdom of Great Britain and Northern Ireland, as determined under Section 36 of the Customs Act, be reduced by deducting therefrom an amount equal to 32 per cent of the said value.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2698).

UNITED STATES

Cosmetic and toilet preparations industry

THE FEDERAL Trade Commission of the United States have invited all interested persons affected by the proposed trade practice rules for the Cosmetic and Toilet Preparations Industry (which constitute a proposed revision of the rules for this industry as promulgated by the Commission September 10, 1954) to present their views on the proposed rules in writing to the Commission not later than April 25, 1966.

Copies of the proposed rules, which are directed to the elimination and prevention of acts and practices deemed to violate statutes administered by the Commission, may be obtained upon request to the Secretary, Federal Trade Commission, Washington, DC 20580, but a copy is also expected to be available shortly at the address below.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Robert Hough

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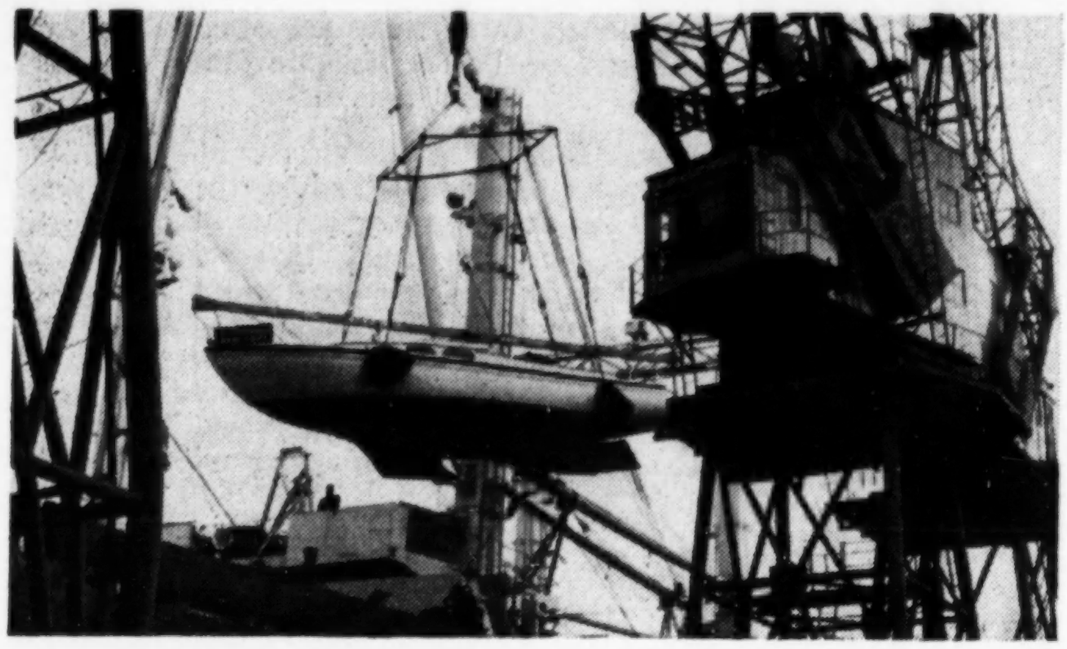

One of a consignment of four Westerly sailing cruisers being loaded at London Docks on March 23 for New York. So far this year, the manufacturers Westerly Marine Construction Ltd., of Waterlooville, Hants, a subsidiary of Batehill Ltd., have sold 25 boats worth in all over £50,000 to the United States.

JAMAICA

Import licensing arrangements

THE LIST of exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) has been further amended by the addition of the following new paragraph to Item 42:

'(s) Steel reinforcing bars (⅛ of an inch to 2 inches).'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Customs tariff changes

THE CUSTOMS Tariff (Amendment) Resolution, 1966 amends the Second Schedule (Exemptions from Import Duty) to the Jamaican Customs Tariff by the addition of the following new item:

89. Raw materials which the Collector General is satisfied –
   (a) are not available locally; and
   (b) are imported by or on behalf of a manufacturer of printing inks for use solely in the manufacture of printing inks, subject to such conditions (including the keeping and rendering of accounts) regarding the use or disposal of such raw materials as the Collector General may prescribe or impose.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance, 1950

THE FOLLOWING products have been declared 'pioneer products' for the purposes of the above Trinidad and Tobago law:

Razor blades and wire rope

Notices that consideration was being given to designate these products appeared in the *Board of Trade Journals* dated October 8, 1965, page 867 and February 25, 1966, page 482, respectively.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (P.O. Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British Trade Commissioner, P.O. Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

CHILE

Amendments to import list

THE FOLLOWING amendments should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see column 4) are the same unless otherwise stated. If no figure is given, the percentage has yet to be fixed.

Section	Group	Item	Tax/Deposit
IX	45/53	Insert new item: Starch	260
	46	Cephaloridine injections	1
		Chloramphenicol mono-stearyl-glycolate substance, in bulk	1
		Ethylene-amino-benzoquinones for injections and in capsules of completely soluble gelatine	6
X	54	Insert new item: Pig iron containing less than 0.2% phosphorus	
XII	66	Chassis for buses, without cabins, with a minimum useful load of 6,000 kg. and 160" minimum distance between axles	300
XIII	75	Insert new item: Cellophane paper, colourless, transparent, in 42 cm. wide bobbins for making adhesive tapes	

ECUADOR

Prior deposits on imports

IT HAS BEEN reported by HM Embassy at Quito that the Ecuadorean Monetary Board has published a Resolution No. 458 which makes certain changes in the import regulations as follows:

Article 1: Temporarily raises the prior deposits for importation of goods in Lists I and II annexed to the Regulations of the Law on International Exchange, in the following way:
   (a) On List I from 15 per cent to 50 per cent.
   (b) On the goods in List II which were subject to 30 per cent deposit, it should be raised to 70 per cent, and in the other group in the same List, 80 per cent deposits should be increased to 140 per cent.

Article 2: Prior deposits shall be calculated on the 'sucre' equivalent of the c.i.f. value, excluding consular fees, of the goods to be imported, and they shall be used for payment, according to the mode of payment declared in the respective permits, in the manner that has been followed up to the present.

Article 3: In the case of goods in List II subject to a deposit of 140 per cent the repayment of the surplus over the c.i.f. value (excluding consular fees), shall be effected at the same time as the last payment.

Article 4: Regulation No. 373 as amended, is modified as above.

Article 5: To revise as quickly as possible the present classification of goods in the Lists annexed to the Regulations for the application of the Law on International Exchange, with the object of effecting or suggesting to the Executive, according to the case, changes to transfer goods from the group with higher deposit to the immediately lower group, according to the importance of the goods in the economy of the country.

Article 6: This resolution comes into force from March 2.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of British products in all overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 245) (Telex 25977). The type of goods involved and the countries to be covered should be indicated.

BOLIVIA

Customs tariff

THE BRITISH EMBASSY in La Paz have reported the issue of a formal decree introducing certain modifications to the Bolivian Customs Tariff as follows:

Tariff No.	Description	Unit	Rate of Duty: Specific (Ps.) + *ad val.*, c.i.f. (Where applicable old rates of duty are shown in brackets)	Rate of Duty: Per cent	Additional Tax *ad val.* c.i.f.: Per cent
29.44	Antibiotics:				
1	Penicillin, its salts and derivatives			2	12
2	Chloramphenicol and its derivatives, including chloromycetin			2	12
3	Tetracycline and its derivatives			2	12
4	Granicidin			2	12
5	Tyrothricin			2	12
6	Actinomycin			2	12
7	Actinomycetin			2	12
8	Bacitracin			2	12
9	Streptomycin			2	12
10	Erythromycin and oleandomycin			2	12
99	Others, not specified			2	12
30.02	Autisera, microbia vaccines, toxins, microbial cultures (including ferments but excluding yeasts) and similar products.				
1	Serum:				
1.01	Similar to those produced by the national industry natural or biological			15 (20)	18 (30)
1.02	Not similar to those produced by the national industry natural or biological			4 (10)	15
1.03	Artificial or saline solution or medicinal vitamized or not for hypodermoclysis similar to those produced by the national industry	KG	15·00	20	18
1.04	Artificial vitamized or not, for hypodermoclysis not similar to those produced by the national industry			4	15
30.03	Medicaments (including veterinary medicaments):				
1	Vitamin preparations				
1.01	Similar to those produced by the national industry	KG	15·00	20	18 (30)
1.02	Not similar to those produced by the national industry			10	15
2	Hormone preparations:				
2.01	As in 1.01	KG	15.00	20	18 (30)
3	Antibiotic preparations:				
3.01	As in 1.01	KG	15·00	20	18 (30)
3.02	As in 1.02			4 (10)	15
4	Alkaloid preparations:				
4.01	As in 1.01	KG	15·00	20	18 (30)
5	Sulphamide preparations:				
5.01	As in 1.01	KG	15·00	20	18 (30)
5.02	As in 1.02			4 (10)	15
6	Medicaments employed in veterinary:				
6.01	As in 1.01	KG	4·00	15 (4)	18 (30)
99	Other medicaments, n.e.s.:				
99.01	As in 1.01	KG	15·00	20	18 (30)
32.09	Varnishes and lacquers, etc.:				
1	Varnishes:				
1.06	Varnishes of any kind mentioned in the above sub-headings, imported by industries registered by ministerial resolution and which are in containers of over 20 kilos net			2	12
39.02	Polymerization and copolymerization products, etc.:				
2	Worked:				
2.08	In sheets, only of polyvinyl chloride, from 100 microns to 2 millimetres thick and not more than 0·45 centimetres by 0·45 centimetres for vacuum moulding, imported by industries registered by ministerial resolution			2	15
39.07	Articles of materials of the kinds described in headings Nos. 39.01 to 39.06:				
1	Tubes, rods, sticks and profile shapes:				
1.02	Tubes and hoses entirely of artificial plastics	KG	9·00 (5·00)	20	18
1.03	Tubes and hoses with metallic section of support	KG	10·00 (6·00)	20	18
1.04	Tubular forms in shapes	KG	5·00	20	18
1.05	Rods and sticks of artificial plastics	KG	5·00	20	18
1.06	Rods and sticks with metallic support	KG	6·00	20	18
1.07	Profile shapes entirely of artificial plastics	KG	5·00	20	18
2	Square or rectangular articles:				
2.01	Plates, sheets, strip, film and foil, on reels and impregnated	KG	5·00	20	18
2.03	Plates or slabs of spongy plastic materials	KG	7·00 (4·00)	20	18
2.04	Corrugated slabs (calaminos)	KG	9·00 (5·00)	20	18
2.05	Flat slabs, except paving tiles	KG	9·00 (5·00)	20	18
2.06	Paving tiles for facing with bevelled or rounded edges	KG	9·00 (6·00)	10	18
3	Other articles:				
3.01	Table ware and kitchen utensils	KG	15·00 (8·00)	20	18
3.02	Dressing table requisites	KG	15·00 (8·00)	20	18
3.04	Hand basins, bidets and W.C. bowls, not fixtures and for use in chemistry	KG	2·00	10	18
3.05	Articles for electric lighting such as shades, diffusers, clamps for cables, globes, insulators, switch-plates and boxes and other accessories of artificial plastic material except those included in Chapter 85	KG	8·00 (40·00)	20	18
3.06	Articles of clothing made from sheets of plastic materials	KG	40·00	20	18
3.07	Articles of cabinet-work, statuettes and other objects for internal decoration (furnishings) and objects of non-personal ornamentation (except travel articles)	KG	10·00	20	18
3.08	Articles for office use: file-covers, paperweights, portfolios, folders and the like	KG	10·00	20	18
3.09	Boxes, coffers, etuis, jewel-cases, powder-boxes	KG	10·00	20	18
3.10	Containers, bottles, flasks, demijohns, pots, jars and covers thereof (stoppers and capsules)	KG	8·00	20	18
3.11	Bags for hot water or ice			4	18
3.12	Screws, bolts, washers and similar accessories of general use	KG	8·00	20	18
3.13	Angle-brackets, shoe-lasts and hat blocks, handles for tools and covers, racks and supporting pieces for legs of chairs, tables, etc., beads, insulators, bracelets and covers for quadrant-plates (similar to those of glass), figures and letters	KG	10·00	20	18
3.14	Bobbins, spools, pirns with spindles and the like	KG	3·00	20	18
3.15	Welts for footwear	KG	5·00	10	18
3.16	Floats for fishing-nets			4	18
3.17	Bags and pouches, stamped or not	KG	30·00	20	18
3.99	Other unspecified manufactures	KG	40·00	20	15
40.05	Plates, sheet and strip, of unvulcanized natural or synthetic rubber, other than smoked sheets and crepe sheets of heading No. 40.01 or 40.02; granules of unvulcanized natural or synthetic rubber compounded ready for vulcanization; unvulcanized natural or synthetic rubber compounded before or after coagulation either with carbon black (with or without the addition of mineral oil) or with silica (with or without the addition of mineral oil), in any form, of a kind known as masterbatch:				
1	Plates and sheets	KG	1·00	20	15
2	Strip used in re-treading, by Ministerial Resolution				15
40.12	Hygienic and pharmaceutical articles (including teats), of unhardened vulcanized rubber, with or without fittings of hardened rubber:				
2	Cannulae, bulbs for syringes, syringes, babies' comforters, nipple shields and finger stalls, tubes with blocked ends for irrigators	KG	5·00	10	18

(*Continued on next page*)

BOLIVIA, *continued*

Tariff No.	Description	Unit	Rate of Duty: Specific (Ps.) + *ad val*,, c.i.f.	Rate of Duty: *ad val*. c.i.f.	Additional Tax *ad val*. c.i.f.
			(Where applicable old rates of duty are shown in brackets)	Per cent	Per cent
44.25	Wooden tools, tool bodies, tool handles, broom and brush bodies and handles; boot and shoe lasts and trees of wood:				
2	Boot and shoe lasts and trees	—(KG)	—(1·00)	10	18
45.04	Agglomerated cork (being cork agglomerated with or without a binding substance and articles of agglomerated cork):				
3.02	Plates and sheets				
48.01	Paper and paperboard (including cellulose wadding), machine-made in rolls or sheets:				
7	Wrapping paper, strawpaper, kraft paper, Manila paper and sulphite paper, grey or coloured weighing from 30 to 120 grammes per sq. metre:				
7.01	Kraft paper from 75 to 120 grammes, on reels of 200 or more kilogrammes per unit:			4	12
7.02	Others	KL		10	16
48.15	Other paper and paperboard cut to size or shape:				
1	Paper in strips or in rolls, the width of which does not exceed 15 cms.:				
1.03	Toilet paper in rolls	KL	4·00 (1·50)	10	16
48.16	Boxes, bags and other packing containers, of paper or paperboard:				
4	Packing containers of this heading printed (except those of sub-part 3)	KG	4·00 (1·00)	10	16
51.01	Yarn of man-made fibres (continuous), not put up for retail sale:				
1	Of synthetic fibres:				
1.01	Of polyamides (nylon and similar fibres)			—(2)	8
1.02	Of polyesters			—(2)	8
1.03	Of vinylic fibres			—(2)	8
1.04	Of acrylic fibres			—(2)	8
1.99	Other			—(2)	8
2	Of artificial fibres:				
2.01	Of viscose rayon			—(2)	8
2.02	Of cuprammonium rayon (cupra)			—(2)	8
2.03	Of rayon acetate			—(2)	8
2.99	Others, b.e.s.			—(2)	8
51.04	Woven fabrics of man-made fibres (continuous), including woven fabrics of monofil or strip of heading No. 51.01 or 51.02:				
1	White fabrics, for the manufacture of machine belts imported only by registered industries and only up to an annual import limit of 3,000 kilogrammes net	KG	10·00	8	10
2	Others	KL	60·00	20	18
56.07	Woven fabrics of man-made fibres (discontinuous) or waste:				
1	White fabrics for the manufacture of machine belts, imported only by registered industries and only up to an annual import limit of 3,000 kilogrammes net	KG	10·00	18	10
2	Others	KL	60·00	20	18
58.05	Narrow woven fabrics, and narrow fabrics (bolduc) consisting of warp without weft assembled by means of an adhesive, other than goods falling within heading No. 58.06:				
5	Of other textile fibres, hemp, jute, coconut fibre and other fibres of chapter 57:				
5.01	Of jute and coconut fibres	KL	20·00 (12·00)	10	18
59.03	Bonded fibre fabrics, similar bonded yarn fabrics, and articles of such fabrics, whether or not impregnated or coated:				
99	Articles of bonded fibre fabric, n.e.m. but specified in the Tariff	KL	35·00 (20·00)	25	18
62.03	Sacks and bags of a kind used for the packing of goods:				
2	Intended for other industries, made only of synthetic artificial fibres, cotton and jute, bearing the following printed descriptions: 'Industria Boliviana,' 'Marca Registrada en Bolivia,' and weight of product in kilogrammes; maximum size 125 × 0·65 cm.:				
2.04	Of any other textile fibre	KG	10·00	10	18
3	Destined for other industries made only of synthetic artificial fibres, cotton and jute, and without the requirements of the previous part:				
3.01	Of jute	KG	2·00	20	18
3.02	Of cotton	KG	18·00	20	18
3.03	Of synthetic or artificial textiles	KG	18·00	20	18
3.04	Of any other textile fibre	KG	18·00	20	18
4	Of any textile of the same maximum size as the previous part:				
4.01	Of jute	KG	2·00	30	18
4.02	Of cotton	KG	18·00	30	18
4.03	Of synthetic or artificial textiles	KG	18·00	30	18
4.04	Of any other textile fibre	KG	18·00	30	18
64.05	Parts of footwear (including uppers, insoles and screw-on heels) of any material except metal:				
2	Soles, insoles, and middle soles and the like, cut out or with their proper shape:				
2.03	Of artificial plastic materials	KL	8·00 (10·00)	10	18
65.03	Felt hat: and other felt headgear, being headgear made from the felt hoods and plateaux falling within heading 65.01, whether or not lined or trimmed:				
1	Trimmed	Each	30·00 (18·00)	20	18
2	Untrimmed	Each	10·00 (15·00)	10 (20)	16 (18)
65.05	Hats and other headgear (including hair nets) knitted or crocheted, or made up from lace, felt or other textile fabric in the piece (but not from strips) whether or not lined or trimmed:				
99	Other	KL	25·00	20	18
69.10	Sinks, washbasins, bidets, water closet pans, urinals, baths, and like sanitary fittings:				
1	Only washbasins, bidets, water-closets and baths				12
2	Sinks and other articles not mentioned in the previous sub-part	KG	1·00	5	15
73.26	Barbed iron or steel wire; twisted hoop or single flat wire, barbed or not, and loosely twisted double wire, of kinds used for fencing, of iron or steel:				
1	Barbed wire		1·00 (—)	2	13
99	Other		—	5	15
76.03	Wrought plates, sheets and strip, of aluminium:				
1	Ground, smooth, in circular, square or rectangular form not worked in any other way		—	Free	18
82.13	Other articles of cutlery (for example, secateurs, hair clippers, butchers cleavers, paper knives): manicure and chiropody sets and appliances (including nail files):				
1	Secateurs and similar instruments, with a spring or return (small pencil-sharpeners and blades thereof)		—	10	15
84.15	Refrigerators and refrigerating equipment (electrical and other):				
6	Parts and accessories		—	30	18
84.21	Mechanical appliances (whether or not hand operated) for projecting, dispersing or spraying liquids or powders, fire extinguishers (charged or not) spray guns and similar appliances, steam or sand blasting machines and similar jet projecting machines:				
1	Mechanical appliances (whether or not hand operated) for projecting, dispersing or spraying liquids or powders:				
1.03	Fumigators for the exclusive use of agriculture and cattle breeding		—	Free	2
84.41	Sewing machines furniture specially designed for sewing machines; sewing machine needles:				
2	Machines exclusively for the footwear industry (machines for sewing seams, soles, uppers and other) and for sealing, by means of stitching, bags full of flour, sugar, cement and other products		—	Free	2
94.01	Chairs and other seats (other than those falling within heading 94.02) whether or not convertible into beds, and parts thereof:				
1	Chairs and other seats:				
1.01	Of metal	KG	15·00 (6·00)	30	18
1.02	Of wood	KG	20·00 (10·00)	30	18
1.03	Of other materials	KG	15·00 (6·00)	30	18
2	Special vehicle seats	KG	4·00	30	18
3	Parts and components	KG	3·00 (6·00)	30	18
94.03	Other furniture and parts thereof:				
1	Cots, beds, camp beds, bed settees and the like, of wood or of metal, with upholstery or other inseparable parts:	KG	6·00	30	18
2	Metal office furniture	KG	10·00 (6·00)	30	18
3	Other furniture:				
3.01	Of metal	KG	15·00 (6·00)	30	18
3.02	Of wood	KG	20·00 (8·00)	30	18
3.03	Of artificial plastic materials	KG	15·00 (10·00)	30	18

BOLIVIA, *continued*

Tariff No.	Description	Unit	Rate of Duty: Specific (Ps.) + *ad val.*, c.i.f.	Additional Tax *ad val.* c.i.f.
			(Where applicable old rates of duty are shown in brackets) Per cent	Per cent
4	Parts and components	KG	3·00 (8·00) 30	18
94.04	Mattress supports; articles of bedding or similar furnishing fitted with springs or stuffed or internally fitted with any material or of expanded foam or sponge rubber or expanded, foam or sponge artificial plastic material, whether or not covered (for example, mattresses, quilts, eiderdowns, cushions, pouffes and pillows):			
1	Mattress supports (somieres)	KG	15·00 (6·00) 30	18
97.03	Other toys; working models of a kind used for recreational purposes:			
6	Other toys, n.e.s.			
6.04	Of artificial plastic materials	KL	15·00 (7·00) 15	18
98.12	Combs, hair-slides and the like:			
1	Of artificial plastic materials	KG	15·00 (10·00) 30	18

The regulations governing rebates of duty on damaged goods have been amended as follows:

The rebate referred to in Article 278 of the Organic Law of Customs Administration shall be granted for average theft, breakage, leakage, filtration or any other damage or deterioration which is proved at the time of clearance provided that the total exceeds $b500 (five hundred Bolivian pesos) for customs duties (specific, *ad valorem* and additional) in respect of the total of the items on one customs bill. When the damage, etc., does not exceed the said total, the calculations shall be made on the order, this being stated in the warrant.

If the loss or damage is equal to or less than 30 per cent of the quantity of goods imported according to the documents, the rebate shall be granted by the Administrator of the District Customs after examination of the warrants and rebate documents in consultation with the Examiner, the Head of Operations, the Head of Warehouses and an Inspector from the Directorate-General of Customs in La Paz and with representatives of the insurance company concerned and of the Chambers of Commerce and Industry, where appropriate.

Both in the warrants and the respective rebate documents the following information must be given, over the signatures of those involved: The exact amount of the damage or loss, specifying units, weights, values, qualities, tariff items and the taxes affecting the damaged goods, and on the basis of the date given by the accompanying documents, the place or places where the damage occurred, in order to assess the liability by administrative process. If the loss or damage exceeds 30 per cent, the rebate shall be granted by an order of the Directorate-General of Customs only up to 50 per cent. No rebate will be granted on quantities exceeding 50 per cent.

In the explanatory notes under Section XI of the Tariff 'Textile Materials and Manufacturers thereof' Additional Note No. 2 has been amended to read as follows:

(2) Clearance, only in the Customs District of La Paz, of poplins and other special cotton fabrics falling within heading 55.09.99, of poplins and other special fabrics of man-made textile fibres, continuous or discontinuous, falling within headings 51.04 and 56.07; machine embroidered fabrics falling within heading 58.10.2 and knitted piece-goods, not elastic nor incorporating rubber, of man-made textile fibres, falling within heading 60.01.3, mixed, and/or sanforized, and/or improved by various processes which make them crease-resistant and non-shrinkable such as 'wash and wear' which are not made by the national industry, imported by shirt manufacturers, for the duty to be 20 pesos per legal kilo* plus 10 per cent, 23 pesos per legal kilo* plus 15 per cent, 30 pesos per legal kilo* plus 10 per cent and 23 pesos per legal kilo* plus 15 per cent respectively, shall require special permission from the Ministry of Finance, on an application made through the National Chamber for Industries, which must include the duty legalized commercial invoice in each case. The additional duty at the rates laid down in the Tariff shall be levied as stipulated therein.

* Weight including immediate containers.

LEBANON

Customs tariff

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff:

Heading No.	Description	Basis for Collection	Normal Tariff
07.05	Beans of all kinds are now exempt from duty under the Normal Tariff until April 30, 1966.		
40.14	Other articles of unhardened vulcanized rubber:		
	c. Technical items for spinning and weaving machinery	*ad val.*	1%
	d. Other	*ad val.*	18%
69.08	Glazed setts, flags and paving, hearth and wall tiles	Square metre	150 Piastres
	[N.B. The duty not to be less than *ad val* 8%]		
73.27	Gauze, cloth, grill, netting, fencing, reinforcing fabric and similar materials, of iron or steel wire:		
	(a) For industrial use (1)	*ad val.*	1%
85.20	Electric filament lamps and electric discharge lamps (including infra-red and ultra-violet lamps); arc-lamps, electrically ignited photographic flash-bulbs:		
	2. Other:		
	(1) Of 25 watts or less	Per lamp	15 Piastres
	[N.B. The duty not to be less than *ad val.* 36%]		
	(2) Of more than 25 watts to 75 watts inclusive	Per lamp	20 Piastres
	[N.B. The duty not to be less than *ad val.* 36%]		

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

ITALY

Reports of tetra-ethyl lead and compounds

THE ITALIAN MINISTRY of Foreign Trade in a circular dated January 31, 1966, announced the opening of a quota of imports for 1966 from Britain and the United States of 2,400 quintels (240 tons) of tetra-ethyl lead (Tariff Heading 2934A) and compounds (3814A). This is an increase of 16 tons over the quota for 1965. A previous notice appeared in the *Board of Trade Journal* of March 19, 1965, page 660.

Compensatory levy on starch products

THE ITALIAN GOVERNMENT in a Presidential Decree dated December 30, 1965, have announced that the rate of the compensatory levy on imports from third countries of dextrines and soluble or roasted starches made from potato flour will be fixed at lire 2,020 per 100 kgs. valid until June 30, 1966.

A previous notice on this subject appeared in the *Board of Trade Journal* for January 17, 1964, page 123. Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449, 450).

PORTUGAL

Drawback of import duty on anhydrous ammonia

THE *Board of Trade Journal* of December 25, 1964, published a notice about Portuguese Order No. 20,898 which authorized the import

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PORTUGAL, *continued*

under the drawback system of anhydrous ammonia for use in the manufacture of nitrogenous fertilizers of mineral or chemical origin intended for export.

The *Diario do Governo*, No. 30 of February 5, 1966, publishes Order No. 21,856 which authorizes an extension of Order No. 20,898 until December 31, 1966.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Exts. 460 and 462).

SPAIN

Customs tariff

IN THE *State Gazette* of March 24, the Spanish authorities announced modifications to certain sub-headings of their Customs tariff, and the revised sub-headings and import duties are as follows:

Tariff heading	Description	Definitive duty	Transitory duty
29-35	Heterocyclic compounds, including nucleic acids:		
I	Melamine	10%	10%
J	Other	10%	4·5%

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	7 Jan. 1966
Business names registered (A)	4 Feb. 1966
Capital expenditure:	
By industry (Q)	This week
Distributive and service trades (Q)	14 Jan. 1966
Annual inquiry (A)	31 Dec. 1965
Expected capital expenditure (6-M)	28 Jan. 1966
Catering trades turnover (M)	18 Mar. 1966
Chemical industries production (6-M)	3 Dec. 1965
Companies:	
Accounts delivered under the Protection of Depositors Act (6-M)	16 July 1965
Income and finance (Q)	11 Feb. 1966
New companies registered (M)	25 Mar. 1966
Property companies (A)	6 Nov. 1964
Credit:	
Instalment credit business (M)	11 Mar. 1966
International trade credit (A)	7 May 1965
Engineering and electrical goods:	
Deliveries of certain products (Q)	25 Mar. 1966
Production, exports and orders (M)	25 Mar. 1966
ECGD business (Q)	4 Feb. 1966
Film industry:	
British Film Fund Agency returns (M)	1 April 1966
Cinema admissions and takings (M)	1 April 1966
Overseas payments and earnings (A)	31 Dec. 1965
Registrations of films (A)	28 Jan. 1966
Trends in film-going (A)	10 Sept. 1965
Food consumption levels (A)	20 Aug. 1965
Foreign trade:	
Commonwealth trade (A)	25 June 1965
Sterling area trade summary (Q)	25 Feb. 1966
Trends in exports of manufactures (A)	3 Dec. 1965
World trade and production (Q)	18 Mar. 1966
Foreign trade of the UK:	
Trade by air (6-M)	12 Nov. 1965
Unit value and volume index nos. (M)	18 Mar. 1966
Value of overseas trade (M)	18 Mar. 1966
Gold and convertible currency reserves (M)	11 Feb. 1966
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Assets and liabilities of HP companies (Q)	18 Feb. 1966
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Industrial building figures (Q)	21 Jan. 1966
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N. Ireland index (M)	1 April 1966
Insurance companies:	
Assets (A)	9 July 1965
Transactions (Q)	1 April 1966
Investments and earnings overseas (A)	9 April 1965
Laundries and dry cleaners turnover (M)	18 Mar. 1966
Limited partnerships registered (A)	4 Feb. 1966
Machine tools deliveries and orders (M)	1 April 1966
Man-made fibres:	
Analysis of production (A)	This week
Averages and totals (Q)	31 Dec. 1965
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Car and commercial vehicle production (M)	25 Mar. 1966
Motor trades turnover (M)	1 April 1966
Nationalized industries overdrafts (M)	1 April 1966
Pension funds:	
Assets (A)	9 July 1965
Transactions (Q)	11 Mar. 1966
Retail prices index (M)	1 April 1966
Retail trade:	
Index nos. (M)	This week
N. Ireland index (M)	25 Mar. 1966
Shipping movement at UK ports (M)	1 April 1966
Stocks:	
Manufacturers', wholesalers' and distributors' (Q)	This week
Retail (M)	This week
Textiles:	
Clothing and textiles orders and deliveries (M)	25 Mar. 1966
Cotton production (M)	25 Mar. 1966
Wholesale houses sales (M)	18 Mar. 1966
Wool exports (Q)	18 Feb. 1966
Wool output (M)	25 Mar. 1966
Tourism:	
International tourism (A)	10 Sept. 1965
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1966
Index nos. (M)	18 Mar. 1966

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	21 Jan. 1966
Board of Trade regional organization	18 Mar. 1966
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	18 Mar. 1966
Directory of Board of Trade departments and their work	14 Aug. 1964
ECGD local offices	4 Mar. 1966
Official Receivers' offices	5 Nov. 1965
United States consular offices in the UK	24 Dec. 1965

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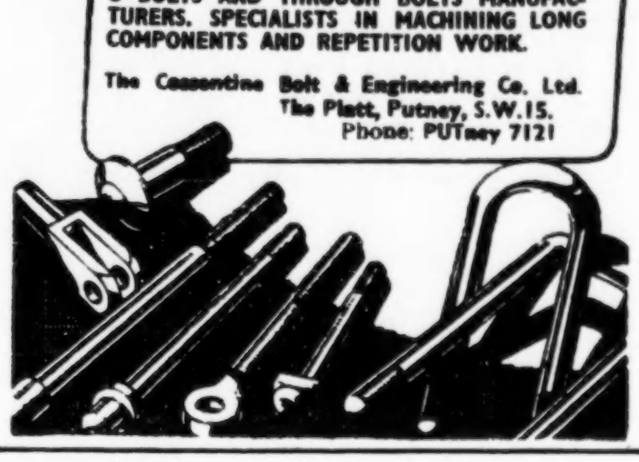

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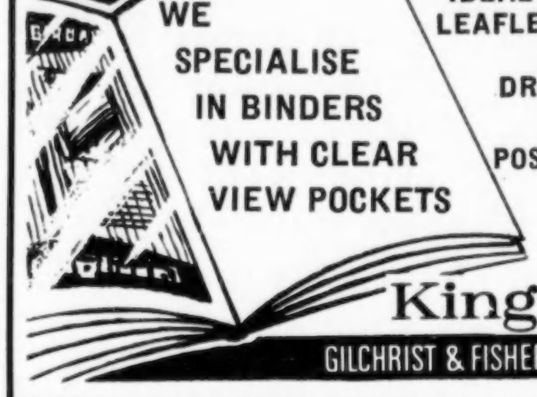

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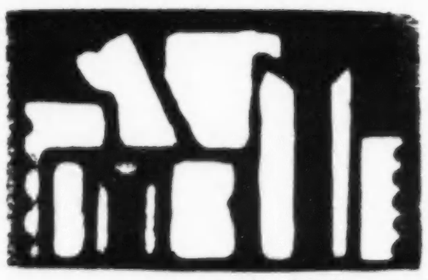

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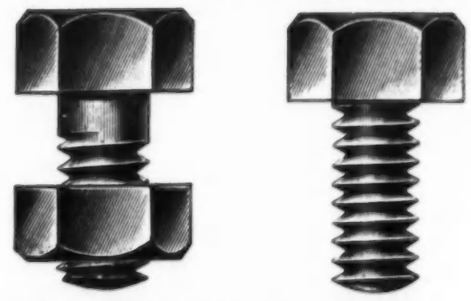

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Interviewer: *You've been exporting only since 1960?*

Managing Director: Correct, yes. We began exporting in a small way, of course, but now our export business is well up to six figures. This is why we're extending the works. Must keep our delivery dates short.

I: *You've always had* ECGD *cover. Has this helped your expansion?*

MD: Very much. Knowing we're covered against loss gives us the confidence to push out into new markets.

I: *Which markets are you doing best in?*

MD: France and West Germany are our biggest, but lately we've ventured much further afield. To U.S.A., Malta, Pakistan, Ghana, Nigeria, Sabah, besides others in Europe. Obviously we ourselves could never properly check the credit-worthiness of so many buyers in so many different markets. But we know that if ECGD will insure us on an order, we can go ahead and accept it.

I: *How are you finding the competition overseas? Tough, is it?*

MD: We have an edge with our products as we specialise only in pullet rearing and laying batteries for egg production. This is a field where Britain is way out in front. But the sort of terms we can offer is sometimes crucial. ECGD allows us to offer extended credit up to two years, and being able to do this can make the difference between getting and losing an order.

I: *You seem to be getting plenty of orders. And no claims so far.*

MD: That's good for ECGD! Good for us, too, though, because we look at it this way: ECGD give us 90% cover against non-payment, default, bankruptcy of the overseas buyer, or what have you. So all we *ever* stand to lose is our profit—never our outlay. I think if more companies saw it this way, they'd be a lot more adventurous in their export programmes. There's terrific potential overseas. The exporter has everything to gain. And with ECGD cover no worries about losing his money.

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